

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 87

AUGUST 13, 1932

Number 7

## Quality·Flavor·Uniformity

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THE ONLY REALLY EXPENSIVE SPICES  
ARE THE LOWER GRADES BOUGHT CHEAP.

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LONG before the U. S. Food and Drugs Act was passed in 1906, J. K. Laudenslager was selling absolutely pure spices and herbs to sausage manufacturers. A man with a conscience and an ideal worked against almost insurmountable odds in those early days—when spices were a combination of almost anything with a small percentage of spice added to give a flavor.

Today, the business which he established proudly upholds his principles and still numbers as its steady customers the sons, grandsons, and successors of those to whom he sold over fifty years ago.

SPICES and HERBS are the most important and yet the cheapest items entering into meat products. Regardless of how well they are made, the flavor decides whether or not your products will be purchased repeatedly after the first order.

When you buy spices, immediate cost means practically nothing, especially when the difference between ordinary low-grade spices and LAUDENSLAGER quality spices per pound of sausage is so slight as to be negligible. LAUDENSLAGER Spices are always uniform, always high quality and produce consistently fine sausage.

Liberal samples for test purposes may be had without cost or obligation.

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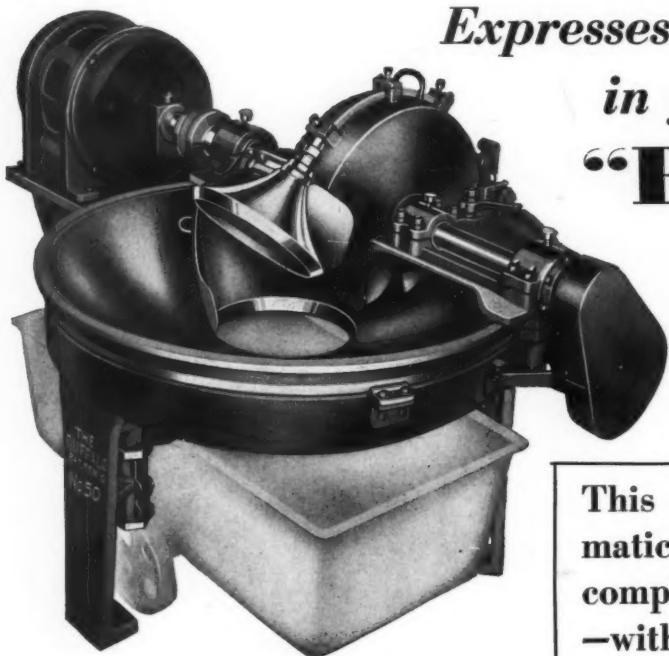
"IN SPICES, TOO, THE BEST IS THE CHEAPEST."

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**J.K.Laudenslager, Inc.**  
IMPORTERS **SPICES** GRINDERS  
612-14-16 WEST YORK STREET  
PHILADELPHIA, PA.



# S. R. Gerber, Buffalo, N. Y. manufacturer of Quality Sausage



*Expresses himself decidedly  
in favor of the NEW  
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Self-Emptying  
Silent  
Cutter*

This sensational machine automatically empties a batch of meat completely in less than 20 seconds —without the use of the hands or any movable parts in the bowl.

2 sizes: 300 to 350 lbs. and 600 lbs. capacity

### Read Mr. Gerber's letter:

We are most enthusiastic about your new Self-Emptying Cutter. Ever since we have had it in our sausage room we have been able to get more and better work done in less time than with any machine we ever used before.

The emptying is so quick and simple that the whole operation is complete in less than half a minute.

This machine is certainly the answer to the sausage maker's need for a perfect self-emptying cutter for producing quality sausage.

(Signed) S. R. GERBER, BUFFALO, N. Y.

*Investigate this new cutter—it will pay you!*

**JOHN E. SMITH'S SONS COMPANY, Buffalo, N.Y., U.S.A.**

Manufacturers of “BUFFALO” Silent Cutters, Grinders, Mixers, Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters

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# H.P.S. NEWS

C. CARR SHERMAN, Editor

VOL. 3

AUGUST 13, 1932

No. 8



## ORELWOOD

Back in '72, John Agar, packinghouse founder, was a busy man. But no care of industry was too great to deny him the joy of a romp with his little daughter, Orel. She was truly the apple of his eye.

Among the sons of whom he was so proud was a fine bright-eyed lad, christened Woodbury but nicknamed "Wood."

These two children gave to Mr. Agar great delight and joy.

In seeking a name for his packinghouse products, John Agar mused:

"If I can make hams, bacon and sausage as good in meat products as those two youngsters measure up in childhood,

then the brand name certainly should be 'Orelwood.' "

And "Orelwood" it became.

John Agar's purpose was steadfast and his accomplishment was great. For "Orelwood" became the hallmark of highest quality meat products, and down the years, through three generations of Agars, that quality has never wavered.

Were he here today, John Agar could be honestly proud of the brand he established nearly three quarters of a century ago, and through which he perpetuated the joyous hours spent with his beloved children—and of the loyal adherence to his high ideals by the descendants who have so ably carried on his work.

## You Wouldn't Place Fresh Meat in a Sealed Vault!

Fresh meat, particularly pork, demands ventilation. If it is wrapped in paper that seals in the air, the meat sweats, loses its color, becomes an inferior grade.

Don't handicap your quality meats by wrapping them in the wrong paper. To be certain of retaining the original quality, use H. P. S. White Oiled Loin Paper—a sheet sufficiently porous to allow free movement of air, and at the same time afford fullest protection.

H. P. S. White Oiled Loin Paper is of snowy whiteness, accentuating the freshness and wholesomeness of fresh pork cuts.

Ask us to send you a generous supply with which to make your own laboratory tests.

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H. P. S. Waxed and Oiled Packers Papers

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*right down to the*

## LAST FRACTION

Substantially increased slicing yield is provided by this new MOULDED Dried Beef Inside. It has an even, smooth surface and squared ends.

Since it is moulded to a predetermined shape, positive, unvarying uniformity results. And because of new processing methods the color is bright and constant—no darker areas.

This new product is good looking in the extreme and even better in quality than it looks.

We'd like the opportunity of proving that the new MOULDED Dried Beef Insides are sound purchases and will help your business. Write for further information and quotations, please.

INCREASED YIELD  
TRUE UNIFORMITY  
BETTER COLOR  
FINER APPEARANCE



*Armour's*  
**MOULDED DRIED BEEF**

ARMOUR AND COMPANY - CHICAGO, ILL.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 87. No. 7

AUGUST 13, 1932

Chicago and New York

## Cold Storage Warehouse and Meat Industry

### *How Packer Can Use the Public Warehouse And What He Expects and Gets from It*

The public warehouse field is becoming more closely allied to the meat packing industry.

A large area of refrigerated storage space is provided meat packers through public warehouses every year.

Many houses have gone into the business of curing meats for packers and dealers. These houses have installed special curing equipment and have employed supervisors experienced in meat curing and processing.

#### What Packer Expects

The meat packer today looks to the public warehouse for four types of storage service. He wants

1. Storage at packing centers.
2. Storage at points in transit.
3. Produce cold storage.
4. Storage at end of line or at point of distribution.

Extent to which the public warehouse is servicing meat packers was recently revealed through a survey made by THE NATIONAL PROVISIONER.

#### Many Houses Cure Meat

Sixty-nine of the leading public warehouses in the United States, representing a total investment of more than \$97,000,000, are equipped to store, freeze or cure a total of 645,500,000 lbs. of meat.

These warehouses at the present time are storing a total of about 272,725,000 lbs. of meat annually—less than half capacity.

Twenty-three of these 69 houses are equipped to cure meats for packers.

Of the four types of service offered by the public warehouse to packers, the survey shows that these 69 leading warehouses have greater demands from the meat packer for storage near packing-house centers and storage in transit service than at end of line or curing service.

#### Modern Meat Equipment

However, all 69 houses supply three types of service to quite a large extent, and some of the houses are equipped to render all four types of service.



PUBLIC WAREHOUSES ARE GOING AFTER MEAT BUSINESS.

When the meat packer began to look beyond his own plant for storage and freezer service, the public warehouse stepped in to claim business in a new field and to render the meat packer a service that he wanted. (Grand Trunk Railway Terminal & Cold Storage Co., Detroit.)

A number of these houses have installed special equipment to facilitate the handling of meat. One house reports all carcass meat is handled on meat hooks and monorails from the time it is unloaded from the car, taken to the freezers and returned to the platform for delivery.

One public warehouse storing a large amount of carcass beef each year reports all freezers equipped with double overhead rail in addition to beef hooks and trolleys.

Shrinkage, freezer burn and discoloration, three problems of meat storage, are guarded against by having a coil area large enough and sufficiently well distributed to prevent strong air currents, but at same time to create a general air movement at slow velocity.

These houses also report that all loose products are wrapped in paper, and when frozen are placed in bins and covered tightly with tarpaulins.

#### Guard Against Breakage

One house reports the installation of electric lift machines for the purpose of guarding against breakage in the lifting of meat tierces and heavy boxes of meat and meat products.

Average temperature in meat freezers of these sixty-nine warehouses is from 0 to 10 deg. below. However, the temperature of the respective houses studied ranges from 0 to 20 deg. below. Many houses report they are equipped to maintain any temperature



**MEATS IN CURE IN A PUBLIC WAREHOUSE**

These facilities are found in one of the twenty-three public warehouses that are not only servicing the meat packer with cooler and freezer space, but with curing privileges as well. (U. S. Cold Storage Co., Chicago.)

specified by the meat packer. (This is not taken to mean in all cases the extreme lows called for by newer methods of quick freezing.—ED.)

Public warehouses offering curing service to packers report they are prepared to cure meat after their own formulas, or according to the specifications of packers. Very often the warehouse will have certain customers who leave standing orders for so many hams, for example, to come from cure each week.

Cold storage, whether in the meat packing plant or in a public warehouse, was developed from a need to eliminate waste and to take care of perishable food surplus at times when production is at its maximum.

#### Storage Cares for Surplus

Development of a cold storage system has been one of the most important factors aiding production in the meat packing industry.

Refrigerated storage, either in the meat packing plant or in a public warehouse, provides a reservoir into which the surplus perishable production may be placed. Thus prices of perishable foods during the season of heavy production are held at a fair level, so that both the producer and manufacturer are benefited. And later on, when the production peak has passed, the storage supplies of these commodities may be moved out to prevent consumer prices from soaring to unobtainable levels.

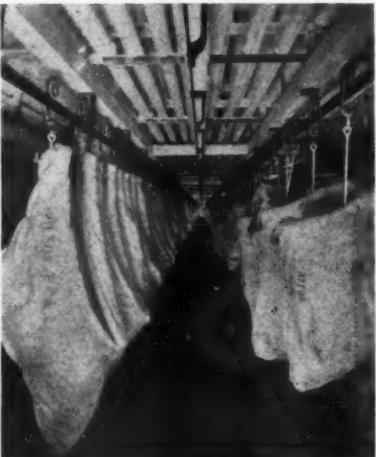
The meat packer, when refrigeration came into his plant, equipped it with storage space to

take care of average production. As the individual packer's business expanded, storage in some plants became a problem and has remained so, particularly in time of peak production.

When the packer found it necessary to look beyond his own plant for adequate storage, then the public warehouse stepped in to gain business in a new field and to offer the packer a service which he needed.

#### Functions of the Warehouse

Necessity of transporting meats ready for market to marketing centers, and frequent necessity of having reliable storage space available when the packer feels he must hold his products for the right market, has opened the way



**HANDLING CARCASS BEEF.**

Showing beef rail equipment in one public warehouse that has gone after meat business. This beef is being conveyed from the sharp freezer to the holding freezer.

for this large business of storage in transit between public warehouses and meat packers.

Warehouses have apparently also recognized the fact that the average meat packer would not extend refrigerated storage facilities to take care of his entire production at time of peak, and then be under the expense of maintaining this extra storage space when plant production did not justify it. Therefore, the warehouse has again stepped in to seek new business through storage in plants located at or near packinghouse centers.

The fact that twenty-three houses out of a total of sixty-nine—or 33 1/3 per cent of the plants studied—have gone into the curing of meats is indicative of the relation of public warehouses to the meat packing industry.

#### Meat Curing in Warehouses

Curing of meats for commercial purposes during the last few years has likewise had a big growth in public warehouses and ice manufacturing plants throughout the South.

Growth of the cold storage industry in the United States began when the first cold storage warehouse equipped with mechanical refrigeration was built in 1890. By 1905 total capacity of cold storage space was more than 100,000,000 cu. ft., and by 1915 it had doubled, on that date being 200,000,000 cu. ft.

In the next 10 years cold storage space doubled again to 400,000,000 cu. ft., exclusive of privately-owned storage and meat packing plants. In 1928 total storage capacity of the country, including private storages and meat packing plants, amounted to over 700,000,000 cu. ft.

#### MEAT PACKING IN THE LEAD.

Wages and employment in the meat packing industry continued at high levels during June when compared with other industries, according to the "trend of employment" issued by the U. S. Department of Labor. The employment index in the industry was 86.2 compared with 80.9 for all food industries and the payroll totals showed an index of 78.6 compared with 69.9 for all food industries. The butter industry alone exceeded that of slaughtering and meat packing. This is particularly significant in that the index of both employment and payrolls in the food industry is far in excess of that in other manufacturing industries.

## Designing Good Meat Packages Is a Job for an Expert

Some packers hesitate to bring their wrappers and packages up to date because of two main considerations:

1—Expense of creating new designs.

2—Fear of loss of business while consumers are becoming familiar with new designs.

But merchandising experts point out that nothing is gained by retaining old wrappers and packages if they are at a disadvantage in the stores of retailers in comparison with the containers of competitors.

Loss of business under such circumstances might very quickly offset expense and inconvenience of designing more attractive wrappers and introducing them to the trade.

Some packers are beginning to suspect that advance in wrapping and package design is outstripping them. Where heretofore they have felt safe in trusting to their judgment to decide on designs and materials, they now wonder if it would not be more profitable to adopt other methods.

### Where Designs Come From.

Some packers retain package design experts and trust entirely to their experience and judgment. Others feel that closer control is desirable, and have built up a department to handle all wrapping and packaging matters. The majority, however, depend on the design departments of wrapper and container manufacturers for advice and designs.

"We have been making a survey of packaging meat products," an Eastern packer writes to THE NATIONAL PROVISIONER, "and have learned many things."

"One is, that few packers have developed their packaging practice to the point where any definite policy of package design has been worked out.

### Package as a Sales Aid.

"This has been the case with us. When we decided to package a product the kind and style of package adopted was generally a matter of individual choice. Fundamentals of package design and construction and the probable effect on the consumer were not given the consideration they deserve.

"We believe, as has been stated so often in THE NATIONAL PROVISIONER, that the package can be made a valuable aid in selling its contents. It has also been our experience that if packers are to get the most from their wrappers and packages they must take the competition of the package into account. To attract the most attention and do the best merchandising job it must be outstanding in the retailer's case.

"We have been up against the competition of the package to a very considerable degree in our territory. And in this competition we have come out second best. Many of our competitors have been redesigning their wrappers and packages and doing a very good job. The net result is that our wrapped and packaged meats are not showing up to good advantage. Our competitors 'have it on us' and our sales are suffering as a result.

### Problem for Small Packers.

"It is up to us to do something about it. But we are meat packers, not packaging experts. We know how to make good meat products economically, but we do not understand how to put attractiveness and sales appeal into our wrappers and packages, and to work up designs that are attractive and outstanding.

"With wrappers and packages becoming more and more important in meat merchandising, how can a packer in our position get the kind of wrappers and packages he needs to keep abreast of

packaging progress in our industry?"

This is a problem quite a few of the smaller packers are worrying about. The best way to get good wrapper and package designs is to turn the job over to wrapper and packaging experts. The problem is to find them. Real experts are scarce, but the packer can locate them if he tries.

If the writer were to seek for one he would get in touch with the container manufacturers, paper manufacturers and printers who make a specialty of serving the meat packer, and make his wants known. There is in Chicago a printer, for example, specializing on Cellophane wrappers who has a design department second to none. Here are experts capable of analyzing a packer's problem and creating outstanding designs. Some of the most attractive wrappers used in the meat industry are the products of this art department.

### Manufacturers Employ Design Experts.

A manufacturer of counter display and product containers has also spent much time and effort to build up an organization of artists and designers capable of analyzing products and markets and creating designs to fit any merchandising problem. This manufacturer does a large business in the meat industry and many of the more attractive containers seen in the retail meat stores were originated in his design department.

Practically all of the container manufacturers have artists capable of doing a good design job, and most of them are only too glad to analyze a problem



SUCCESSFUL MEAT PACKAGE IS ONE THAT SELLS ITS CONTENTS.

To do the best merchandising job a meat wrapper or package must be outstanding. It must compete for consumer attention with many other attractive containers. Unless there is designed into it outstanding qualities its contents will be at a merchandising disadvantage.

Packers are finding it necessary to give more attention to their wrappers and packages. They are learning that any kind of a package will not do, and that those originated as the result of personal preference, without due attention to general design, colors, arrangement and materials and their coordination into a well-balanced design, is very liable not to be satisfactory.

Some of the most successful meat wrappers and packages are today being originated in the design departments of container manufacturers and printers specializing in meat wrappers. These concerns have experts who give constant study to the meat packers' merchandising problems.

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and submit ideas. One even furnished a printed form on which the packer can fill in for the information of the artists who are to create new designs.

A thorough canvass of the available sources of wrapper and package design should enable this packer to choose one that will help him get the kinds of wrappers and packages he needs to meet the competition of competitors' packages. Some packers retain independent artists and designers when new wrappers and packages are contemplated, but the majority use the services of the wrapper and container manufacturers and find this plan very satisfactory.

But after the artists and designers have submitted ideas someone in the packer organization must pass on them. In many plants this matter of deciding on designs for wrappers and packages and kinds and styles of wrappers and packages is too important, it is felt, to be left to the judgment of any one individual. Therefore, packaging committees are being created to pass on all wrapping and package matters.

#### Committee Decisions Final.

These committees also do much creative work. One Chicago packer is revamping his packages and is seeking to put packaging practice on a more scientific basis by setting up a packaging committee of plant executives and others in and out of the organization whose qualifications fit them for the job. This committee will pass on all packaging questions.

Included on this committee are an artist, sales and operating executives and the heads of the purchasing and container departments. All suggestions for new containers are reviewed by this committee, and its decisions are final. This committee dissects designs and construction, and attempts to choose those which best fit production and merchandising conditions. A very noticeable betterment in the packages and containers of this company has been brought about since this committee has been functioning.

One of the things this committee is working out is a definite packaging program. One of the salutary effects of such a program, the committee believes, is the opportunity that will be afforded to weed out of the line some of the sale barnacles—the dead and the unprofitable items—and to put more efficiency into package purchasing.

Some of these were once good sellers but died because of changes in consumer demand. Others are the "flops"—products which were launched but failed to make the grade. And still others are specialty items which were added to the line simply because some competitors carried them and without



LABEL REFLECTS QUALITY.

A good package doesn't just happen; it's designed. All factors entering into the package are carefully thought out to secure a well-balanced and pleasing design, that will attract attention and reflect the desirable qualities of the meat product contained in it. Originating such a wrapper or package is not a job for the amateur.

When using transparent wrapping materials and glass packages the task is simplified somewhat because the product can be seen by the housewife and its quality judged. In designing the label for Wilson & Co.'s corned beef hash in glass, the intention evidently has been to have it reflect quality. This it does to a remarkable degree.

any great hopes of ever obtaining any great consumer demand on them.

At this time some packers are giving consideration to reducing the cost of packaging their line. This is something that should receive the most careful consideration, especially in respect to materials. Cheapening the package, experts point out, is dangerous, and substitution is a road to economy that must be trodden with caution.

#### Substitution Often Expensive.

Very often it is possible to substitute a more expensive packaging material without increasing the per unit packaging material cost because of the elimination of excessive material, unnecessary labels and by economies made possible by simplification.

Standardization makes possible larger purchases of the standard materials, thus reducing first cost, handling charges and floor space, while at the same time increasing inventory turnover and decreasing the amount of capital invested in packaging materials.

Records connected with purchasing, receiving, accounting and production control are immensely simplified because of the fewer packaging materials that need to be accounted for. Besides these benefits, the line itself is more flexible. New items can be added and old ones dropped when they show signs of failure without any loss other than that involved in the destruction of a few labels, sheets of paper or cartons.

#### Introducing New Designs.

To minimize the risks in a package design program the first step, and the one often overlooked, is the adoption of a policy with respect to the exchange of old packages in the hands of retailers for the new ones.

The second is the establishment of the deadline at which the new packages will be marketed. Invariably this deadline will be set at a time when the balanced packaging material inventories have reached their lowest point. But the establishment of this deadline must also take into account balances on contracts in the hands of suppliers.

The third step is the weeding out process in which all of the dead wood is marked for elimination when the new packages are introduced. At the same time the new line is definitely organized.

The fourth step is to decide whether the old forms of packages will be continued, and if not, what the new forms shall be.

What is the effective package, all factors considered? The best way to determine this is to begin with the consumer and work backwards.

#### What Is a Good Package?

- 1—It must be convenient to use.
- 2—It should be pleasant to look at and sufficiently distinguished to attract attention.

- 3—It should be durable and easy to produce on standard packaging machinery.

- 4—It must be economically constructed of practical packaging materials which are easy to obtain on the local market.

Much improvement can be made in the design of many meat packages, particularly the lettering.

There is considerable need to develop design sense and to create expressive, distinguished lettering. There is some question as to the advisability of using pictorial ideas as they tend to date the package; this is also true of many of the so-called "modernistic" designs so popular today.

If a meat package is well designed it is "timeless," and will be considered as beautiful and useful many years hence. This is the aim in packaging staple products such as meat products.

## Our British Meat Trade Not Likely to Be Affected by Possible Empire Agreements

There is much interest in the meat industry as to possible results of agreements which may be made at the Imperial Economic Conference now in session at Ottawa, Canada, between representatives of Great Britain and the British Dominions, especially as they relate to meat and meat products.

The Dominions are surplus meat producers, while the United Kingdom is a large purchaser of meats and fats. It is the desire of the Dominions to secure special advantages in the British trade which would make it possible for them to compete advantageously with other countries now exporting meat to Great Britain.

One American packinghouse foreign trade authority is of the opinion that no agreements will be reached that will be particularly detrimental to that portion of the British trade in meats now enjoyed by the United States.

### Not Much to Damage.

"The outcome of the deliberations of the Imperial Economic Conference now in session in Ottawa, Canada, will not affect the American packer to any extent," says George Marples, export manager for the Cudahy Packing Co., in reply to an inquiry from THE NATIONAL PROVISIONER. "The British government has already levied a duty of 10 per cent on imported lard, although the United States is the only country from which any quantity of lard can be imported.

"The large bacon trade which American packers at one time enjoyed has practically been lost to Denmark, Poland, Holland and Sweden, all of which countries are exporting larger quantities of bacon to the United Kingdom than ever before.

### South American Beef Safe.

"A duty on hams would of course hurt the American packer, but even that trade is considerably less than in former years.

"There is practically no export trade from this country to Great Britain in beef, mutton or lamb, with the exception of a little offal.

"Up to the present it has not been found practical to ship chilled beef from Australia and New Zealand to England, although large quantities of frozen beef, lamb and mutton are being shipped. England draws its supplies of chilled beef from South America, where both American and British packers are operating on a large scale. The Dominions of course would like to see a tariff placed on these goods, but it is very doubtful if Great Britain will consent to a duty on such a necessary article as beef.

"Canada also desires a duty on imported bacon, in the hope and belief that by so doing, the market for Canadian pork products could be re-established in England. However, Canada raises but little Indian corn, and it is very doubtful if she could compete with Denmark and other Continental countries on account of high freights and the desire of the English public for mild-cured bacon.

### Will Demand Free Food.

"No doubt the British government is asking for a considerable reduction in the Dominion tariffs on manufactured goods, but a 10 per cent or 15 per cent reduction on an already high tariff would be of very little advantage to Great Britain. The producers of wheat, wool and dairy products in Canada, Australia and New Zealand are already awakened to the fact that they have to sell their products in a world market, while buying their manufactured goods in a restricted market.

"With 45,000,000 people in Great Britain dependent to a large extent on foreign food and raw material, for which they have to pay by the export of British labor in the shape of manufactured goods, a tariff on food would simply increase the cost of manufacture and place them at a still greater disadvantage. There have been several bye-elections in England recently, at which liberal and labor candidates have been elected, due largely to a demand for free food."

### BEEF GRADING INCREASES.

A sustained upswing in the consumer demand for government graded and stamped beef is reported by the U. S. Department of Agriculture. The graded beef is certified as to quality as distinguished from its fitness as human food. All meat in interstate commerce must qualify as wholesome, but the quality certification is based on gradations of quality under standards established by the Bureau of Agricultural Economics.

The quantity of beef officially graded and stamped for quality during the fiscal year ended June 30, 1932, aggregated 183,784,399 pounds, compared with 103,518,300 pounds the preceding year, or an increase of 77.5 per cent. The service is on a voluntary basis, subject to the demand of packers, slaughterers, and wholesalers who pay for it. The demand of packers, slaughterers and wholesalers in turn reflects the demand of consumers. Monthly gradings and stampings are now supplied to more than 20,000,000 pounds as contrasted with less than 4,000,000 pounds a month when the service was started six years ago.

The bureau's beef grading and stamping service is available at Boston, New York, Philadelphia, Baltimore, Washington, Buffalo, Erie, Detroit, Chicago, Sioux City, Omaha, Kansas City, Topeka, Wichita, and St. Louis. Its popularity is attributed to a growing appreciation by consumers of reliable designation of quality in food products. Continued success, according to bureau officials, is certain to benefit the livestock industry also, by encouraging livestock raisers and feeders to strive for quality production.

## Meat Dealers As Grocers Can Succeed With Added Food Lines If Guided Right

Retail meat dealers stand an excellent chance of conducting food shops successfully, says Dr. V. H. Pelz of the American Institute of Food Distribution, in commenting on the trend toward expansion of meat markets into food markets, and grouping together of these markets into voluntary chains.

Retail meat dealers are in a much better position to take on groceries than the grocer was in installing meat departments, Mr. Pelz says, because specialized knowledge required in the meat trade made it necessary for the grocer to employ an experienced meat man. Costs for additional help and for new equipment compelled the grocer to do a minimum business at \$200 a week on meats to cover expenses.

### Plans in the East.

Addition of grocery lines will not add to their costs, retail dealers say, since they already have the space and help required to serve customers. Anything earned from the grocery branch reduces overhead charges in handling meats and contributes to the general profit of the store.

In both New York and New Jersey retail meat dealers have under way plans for the development of voluntary groups of food stores, while a wholesale food house handling private label groceries in New York City is reported to be completing plans for a city-wide chain of retail meat dealers who will feature its products.

Previous efforts to organize meat retailers in voluntary groups failed, says Dr. Pelz, because plans were based on group buying of meat alone and difficulties of standardizing on qualities proved a stumbling-block. Under plans now being pushed meat purchases will be left to individual stores, where desired, but all units in the chains will buy groceries from one source.

The New Jersey Retail Meat Dealers' Association, with a chain already launched, and the New York State Association of Retail Meat Dealers, with a similar project expected to start operations Oct. 1 with a membership of 800 retail shops, are installing departments handling advertised grocery products.

In the Long Island, Westchester and Brooklyn areas a wholesale grocery concern has admitted more than a score of meat shops to membership in its voluntary chain during the last few months. The new members, it was said, are making a showing which compares favorably with the records of grocery stores which have operated under the wholesale direction for more than three years.

Dr. Pelz is of the opinion that the retail meat dealer can become a successful member of a group of voluntary food stores provided he follows instructions from the voluntary group executives who will dictate grocery policies.

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## MEAT TRADE IN JULY.

A continuation of the higher price levels of hogs and cattle featured the live stock and meat trade during July, according to a review of the live stock and meat situation issued recently by the Institute of American Meat Packers. Although hog and cattle prices declined somewhat toward the close of the month from the top prices reached earlier, nevertheless a substantial part of the recent gain was retained.

The demand for meats during July was good and product moved into consumption at generally higher prices than prevailed during June. However, the composite price of pork products did not show a gain comparable to that shown by live hog prices in the early part of the month, and the price of beef at wholesale did not go up in line with live cattle prices.

In the United Kingdom there was a very good demand for hams already landed during the first half of the month. Prices were about on a parity with those prevailing here. During the latter part of the month, the demand fell off and the price moved somewhat lower. The demand for lard in the United Kingdom already landed was not as good as it was during June and prices were considerably under parity with the domestic market.

On the Continent, the demand for meats already landed was of small proportions, and sales of product for future delivery were light.

In the domestic market, wholesale prices of fresh pork loins advanced during the first ten days of July and then declined sharply. The demand for loins was brisk during the early part of the period, and a large amount of frozen product was sold. Pork loin prices at the close of July were lower.

The demand for smoked meats was fairly good and prices moved upward. The price of bacon improved during July, with the heavier weights showing the greatest advance in price. However, a comparison of the wholesale price of bacon at the present time with the price a year ago shows that this commodity has declined from 28 to more than 40 per cent. Trade in dry salt meats was brisk and prices continued to improve. Stocks at the present time are unusually light. The demand for lard continued good and prices advanced.

The dressed beef trade during the month of July was fairly good until the latter part of the month. As the month closed, however, prices declined. Receipts of cattle at principal markets were slightly larger than in June, but smaller than in July a year ago. During the first part of the month prices of live cattle advanced sharply, but in the last two weeks, prices declined.

There was a good demand for hides during the entire month of July, and prices improved substantially.

The demand for dressed lamb for the month as a whole was fairly good. Prices increased during the first two weeks but from that time until the close of the period, they receded. Receipts were considerably smaller than in June but about the same as in July, 1931. Prices of live lambs fluctuated during the month. At the close, how-

ever, prices were lower than at the beginning.

The demand for pickled skins was strong and the product sold at higher levels than had prevailed during June.

## PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain stores, and food manufacturers listed stocks, August 11, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on Aug. 4, 1932.

	Sales.	High.	Low.	—Close—
	Week ended	Aug. 11.	Aug. 11.	Aug. 4.
Amal. Leather..	100	1	1	1 <sup>1/2</sup>
Do. Pfd. ....	300	7 <sup>1/2</sup>	7 <sup>1/2</sup>	7 <sup>1/2</sup>
Amer. H. & L. 1,600	2 <sup>1/2</sup>	2 <sup>1/2</sup>	2 <sup>1/2</sup>	2 <sup>1/2</sup>
Do. Do. Pfd. ....	1,900	12 <sup>1/2</sup>	11 <sup>1/2</sup>	12 <sup>1/2</sup>
Amer. Stores....	1,700	32 <sup>1/2</sup>	30 <sup>1/2</sup>	32 <sup>1/2</sup>
Armour A. ....	42,700	2 <sup>1/2</sup>	2 <sup>1/2</sup>	2 <sup>1/2</sup>
Do. B. ....	11,300	1	1	1
Do. III. Pfd. ....	4,050	13 <sup>1/2</sup>	11 <sup>1/2</sup>	13 <sup>1/2</sup>
Do. Del. Pfd. 2,000	46 <sup>1/2</sup>	46	46 <sup>1/2</sup>	45
Barnett Leather..	.....	.....	.....	.....
Beechnut Pack. 1,100	39 <sup>1/2</sup>	39 <sup>1/2</sup>	39 <sup>1/2</sup>	37
Bohach. H. C. ....	.....	.....	.....	45
Do. Pfd. ....	.....	.....	.....	64
Brennan Pack. ....	.....	.....	.....	19
Do. Pfd. ....	.....	.....	.....	50
Childs C. Oil. ....	100	6	6	6
Childs Co. ....	1,000	3 <sup>1/2</sup>	3 <sup>1/2</sup>	3 <sup>1/2</sup>
Cudahy Pack. 4,200	84	84	84	30
First Nat. Strat. 21,000	50	48 <sup>1/2</sup>	50	47 <sup>1/2</sup>
Gen. Foods ...	64,200	29 <sup>1/2</sup>	27 <sup>1/2</sup>	28 <sup>1/2</sup>
Gobel Co. ....	4,200	5 <sup>1/2</sup>	5 <sup>1/2</sup>	5 <sup>1/2</sup>
Gr.A.&P.1stPfd. 170	120	120	120	117
Do. New. ....	290	147	147	136
Hormel. G. A. 450	12	12	12	11 <sup>1/2</sup>
Hygrade Food. 400	3 <sup>1/2</sup>	3	3 <sup>1/2</sup>	3 <sup>1/2</sup>
Kroger G. & B. 33,100	16 <sup>1/2</sup>	15 <sup>1/2</sup>	16 <sup>1/2</sup>	14 <sup>1/2</sup>
Lilbey McNeill. 9,350	2 <sup>1/2</sup>	2 <sup>1/2</sup>	2 <sup>1/2</sup>	1 <sup>1/2</sup>
McMarr. Stores....	.....	.....	.....	8 <sup>1/2</sup>
Mayer. Oscar. ....	.....	.....	.....	.....
Do. 1st Pfd. ....	77	75	75	.....
Do. 2nd Pfd. ....	78	78	78	.....
McGillivray. Co. 350	5 <sup>1/2</sup>	4 <sup>1/2</sup>	5 <sup>1/2</sup>	4 <sup>1/2</sup>
M. & H. Pfd. ....	50	7 <sup>1/2</sup>	7 <sup>1/2</sup>	7 <sup>1/2</sup>
Morrill & Co. 100	35 <sup>1/2</sup>	35 <sup>1/2</sup>	35 <sup>1/2</sup>	30
Nat. Fd. Pd. A. ....	.....	.....	.....	.....
Do. B. ....	.....	.....	.....	1 <sup>1/2</sup>
Nat. Leather. ....	.....	.....	.....	1 <sup>1/2</sup>
Nat. Tex. ....	4,600	9	8 <sup>1/2</sup>	8 <sup>1/2</sup>
Proc. & Gamb. 29,800	33	32	32	25 <sup>1/2</sup>
Do. Pr. Pfd. 130	91	91	91	91 <sup>1/2</sup>
Peth. Pack. ....	.....	.....	.....	15 <sup>1/2</sup>
Safeway Stores. 56,200	50 <sup>1/2</sup>	40	40 <sup>1/2</sup>	39 <sup>1/2</sup>
Do. 1st Pfd. 190	90	78 <sup>1/2</sup>	80	70
Do. 2nd Pfd. 920	91	90	91	90
Stahl. Meats. ....	.....	.....	.....	6
Swift & Co. 29,700	15	12 <sup>1/2</sup>	14 <sup>1/2</sup>	14 <sup>1/2</sup>
Do. T+1. ....	33,450	24 <sup>1/2</sup>	20 <sup>1/2</sup>	24
Truax. Pork. ....	.....	.....	.....	10 <sup>1/2</sup>
U. S. Cold Stor. ....	.....	.....	.....	32 <sup>1/2</sup>
U. S. Leather. 2,700	3 <sup>1/2</sup>	3 <sup>1/2</sup>	3 <sup>1/2</sup>	3 <sup>1/2</sup>
Do. A. ....	7,000	7 <sup>1/2</sup>	6 <sup>1/2</sup>	7 <sup>1/2</sup>
Do. Pr. Pfd. 100	60	60	60	49
Wason. Oil. ....	5,000	14	14	14
Do. Pr. ....	800	50 <sup>1/2</sup>	50 <sup>1/2</sup>	50 <sup>1/2</sup>
Do. 7% ....	70	62	61	62
Wilson & Co. 4,500	1 <sup>1/2</sup>	1 <sup>1/2</sup>	1 <sup>1/2</sup>	3 <sup>1/2</sup>
Do. A. ....	2,900	4	3 <sup>1/2</sup>	3 <sup>1/2</sup>
Do. Pfd. 4,500	24	23	23	23 <sup>1/2</sup>

## GOBEL EARNINGS IMPROVE.

Adolf Gobel, Inc., and subsidiaries report a net profit of \$60,308 for the quarter ended July 9, 1932, after interest, depreciation, federal taxes and subsidiary preferred dividends. This compares with a net loss of \$165,160 in the previous quarter and a net profit of \$42,703 for the quarter ended July 11, 1931. For the thirty-six weeks ended July 9, 1932, the net loss amounted to \$123,937 after charges, against a net loss of \$306,048 in the similar period ended July 11, 1931.

## SAFEWAY INCREASES PROFITS.

Consolidated net profits of Safeway Stores, Inc., for the six months ended June 30, 1932, was \$2,742,382. This compares with \$2,001,961 for the six months ended June 30, 1931. On June 30 last the company reported cash of \$6,614,588 and no bank loans or notes payable.

## CHAIN OPENS QUALITY STORE.

A retail store apparently designed to appeal to the higher income group of buyers has been established by the A. & P. Company at Detroit, Mich. It is located near one of the city's most exclusive residential sections. The black and white decoration idea has been used throughout the store, and fruits and vegetables are attractively displayed in canopied islands.

The meat department includes 32 feet of refrigerated display counters on one side of the store. The cases have a black baked-on enamel finish trimmed and decorated in chrome plated metal. In place of the usual wall coolers, meat racks or mirror background, the meat department back wall is finished in black and white imitation tile.

At the end of the refrigerated display cases is a section finished in the same manner where meats can be cut and prepared. This section also includes a walk-in cooler for meats. This equipment is refrigerated by two condensing units having a total capacity of two tons of refrigeration and being used also to refrigerate the delicatessen display cases.

A fancy bakery department has a section to itself and the canned goods shelves are placed at the back of the store as well as in the section opposite the meat department. A special ventilating system with filter and forced circulation provides clean air for all parts of the store.

## CHAIN STORE NOTES.

The food foundation and the commercial research divisions of the Kroger Grocery & Baking Co. have been consolidated, with C. L. Arnold as director. Mr. Arnold succeeds Dr. Andrew H. Ryan, resigned.

Hagstrom Food Stores, reported to be a new million dollar chain starting in San Francisco, with stores in Oakland, Berkeley and Alameda, has 50 units planned for the start. E. A. Hagstrom, formerly with Safeway and later founder of Mutual, heads the new organization. Meats, groceries, vegetables, poultry and creamy products will be carried by the chain.

Safeway Stores, Inc., plan to open 20 new stores in the Tulsa, Okla., district with 80 units in the state of Oklahoma including further expansion in the Oklahoma City district.

Knoxville, Tenn., plans a tax on chain stores ranging from \$50 each on two to five stores to \$250 per store for chains having more than twenty stores, according to an ordinance passed on first reading by the city council. The ordinance becomes effective on second reading.

In an address before the employees of the Kroger Grocery & Baking Co., President Albert H. Morrill said that the lean years and hard years are the normal years. In the old days, he said, they expected hard going and the people toughened up their spirit to "stand the gaff."

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

August 13, 1932.

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## EDITORIAL

### *Cutting Costs by Reducing Overhead*

Much new meat plant construction and considerable modernization of buildings and rearranging of departments is predicted by an observant meat plant engineer. He bases this prediction on the economies that can be affected thereby. A considerable number of meat packing companies, he says, are operating in buildings that were constructed as the business expanded. They no longer fit economically into modern processing methods. Because of isolation, size and construction, close coordination of methods cannot be secured, and efficiency that may be necessary to meet continued keener competition is impossible.

In some cases, this engineer points out, more efficient production can be secured and costs reduced by abandoning portions of the plant, writing off the investment in the abandoned portions and reconstructing and re-equipping the portions retained in use.

As an example of the waste that results from excess capacity alone, ignoring loss due to higher production costs, he cites the case of one packer doing business in a plant built several years ago at a cost of close to \$1,000,000. This business never has been operated at more than 50 per cent of the plant capacity. An investment of \$500,000 would have provided an adequate plant.

This packer is paying taxes, insurance, depreciation, interest, repairs, etc., on an investment of \$500,000 for which he receives no return. This needless investment in building and equipment is costing him in excess of \$60,000 per year, or 6 per cent on his total investment.

Such an overhead burden has made it difficult for this packer to make a profit out of his business. There are a number of things that might be done. This packer could sell his plant and get out from under; he could write the excess investment off the books; he could rearrange and coordinate departments and rent idle space, or he could undertake the handling and processing of new meat products or other foods.

In some cases, this engineer believes, it may be profitable to abandon a plant entirely and rebuild and re-equip from the ground up. One packer recently made such a move. The total floor space in the old plant was in excess of 500,000 sq. ft. There are somewhat more than 60,000 sq. ft. in the new plant. Piping in the old plant totaled more than 70,000 lineal feet, compared with 15,000

lineal feet in the new plant. Despite its smaller size, the new plant has a manufacturing capacity fully equal to that of the old plant.

One main consideration—an unfavorable production and merchandising position— influenced this packer to abandon his old plant and construct the new one. The move he feels has been wise. The new plant has enabled him to reduce overhead and operating costs enormously and has placed him in an enviable strategic position to go forward rapidly. And the savings being made will soon enable him to earn the cost of the new plant.

### *Meat Consumption Continues High*

Meat has retained an enviable position in the diet of the American public, despite curtailed buying power. This is evidenced by the large consumption of meat during the past thirty-three months, when livestock slaughter under federal inspection has been far in excess of that of the first fourteen years of the twentieth century and when the exports of meat have dropped to the lowest point in thirty-two years.

Hog slaughter under federal inspection during the first seven months of 1932 was the highest for the period with four exceptions in 18 years. At the same time lamb slaughter was the highest of record. Cattle slaughter, on the other hand was the smallest since 1921 and prior to that time the smallest since 1916, but compares very favorably with the slaughter of the pre-war years.

Prior to the opening of the world war in 1914 federal inspected cattle slaughter never reached 8,000,000 head, the highest for any one year being in 1910 when the slaughter totaled 7,807,000 head. Since the close of the war the smallest slaughter under federal inspection was in 1921 when it reached only 7,608,000 head and the highest slaughter was in 1926 at 10,180,000 head. The 1931 slaughter was 8,018,000 head and the slaughter for the first seven months of 1932 is 4,386,141 head, indicating that the 8,000,000 mark will be reached again this year.

Federal inspected hog slaughter in the pre-war years reached a maximum of 38,643,000 head in 1908. From that time until 1914 the highest slaughter was 34,000,000 head. Since the close of the war the smallest federal inspected slaughter was over 38,000,000 head and the highest 53,000,000. At no time during the past ten years has it dropped below 40,000,000 and in the last five years the minimum has been 44,000,000. During the first seven months of 1932 the slaughter totaled 27,056,728, indicating little possibility of dropping below the five-year average this year.

# Practical Points for the Trade

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## Soft Summer Sausage

Soft summer sausage, a kind that can be shipped to the trade soon after it is made, is in demand in many trade territories. One sausagemaker writes as follows:

**Editor The National Provisioner:**

Can you give us a formula for a summer sausage that we can ship out to the trade within a short time after it is made? We want a fresh or soft summer sausage. Please give us formula as well as manufacturing directions, for a good sausage that can be sold at a moderate price.

The fresh summer sausage is usually boiled, but the soft summer sausage is not cooked. The same formula may be used for each, as follows:

50 lbs. beef trimmings.  
10 lbs. beef cheeks  
20 lbs. beef hearts  
10 lbs. ox lips  
10 lbs. pork fat trimmings or  
S. P. ham fat.

The pork trimmings must be 100 per cent fat, free from lean, muscle or tissue.

**Seasoning and curing materials:**

3½ lbs. salt  
8 oz. granulated sugar  
8 oz. black pepper  
4 oz. nitrate of soda.

If it is possible to make a sausage that is served to a trade able to buy a still better grade, the formula can be regulated accordingly, using 85 lbs. of beef trimmings and 15 lbs. of pork fat.

### Operating Instructions.

The following instructions apply either to the fresh summer sausage or to the soft summer sausage:

**Grinding and Mixing.**—Grind the beef trimmings and hearts through the 7/64-in. plate of the hasher. Grind the cheeks and lips through 7/64-in. plate twice. Grind pork trimmings or ham fat through ½-in. plate once.

Put the meats all together in the mixer, add the seasoning and curing ingredients and mix for about six minutes. Then put in the cooler at a temperature of 36 to 38 degs. F., spreading on shelves in layers about 8 in. thick. It is well to knead the meat on the shelves to make it compact and eliminate air pockets. It is well to cover the meat with oil paper to keep out condensation, where present.

**Stuffing.**—The meat should cure 48 hours, then remove it and put in the mixer for 2 minutes. From the mixer it is taken to the stuffing bench, care being taken in filling the stuffer to avoid air pockets.

If fresh summer sausage is being made the meat should be stuffed in hog bungs, stuffing to full capacity to avoid

shrivelling. The sausage is then hung in the cooler for 24 hours.

**Smoking and Cooking.**—This product should be smoked at a temperature of 75 to 80 degs. F. for 42 to 48 hours, using a slow, cold smoke with ventilators closed. The temperature is then gradually raised to 90 or 100 degs. for about six hours or until the product is firm and shows good color.

Cook for 20 minutes at 175 degs. F.

If the product is to be soft summer sausage it should be stuffed in narrow to medium beef middles, stuffed to full capacity. It is then dipped in 100 deg. brine at a temperature of 200 degs. F., one stick at a time and held in the hot brine while counting "three".

From here it goes to the smokehouse, a hardwood sawdust being used for smoking. It is held at a temperature of 75 to 80 degs. for 36 hours, with ventilators closed. The temperature is gradually raised to from 90 to 100 degs. for about six hours until the product is firm and shows good color.

The product is then banked in natural temperatures, free of draft, and left hanging for 24 to 48 hours before shipping.

## Figuring Smoked Meat Costs

**What does it cost to smoke meats?**

**How do you arrive at such a cost?**

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product — wrapped, packed and ready to ship?

Do you figure in everything, including shrinkage, labor, operating costs, overhead, supplies, etc.?

In arriving at smoked cost from cured do you divide price by yield, or multiply by shrink?

There is a right and wrong way, and the latter will cost you money.

**THE NATIONAL PROVISIONER** has made a reprint of its information on "Figuring Smoked Meat Costs." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 5c stamp.

**The National Provisioner:**  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Figuring Smoked Meat Costs."

Name .....

Street .....

City .....

Enclosed find a 5c stamp.

## Holding Cured Meats

A small Western packer who has been giving his hams and bellies a short cure and then storing in the freezer is having difficulty with fat discoloration. He says:

**Editor The National Provisioner:**

We have been experiencing difficulty with our curing and are at a loss to remedy the trouble. Our meats go into pickle directly from the cutting room. They are held in pickle for approximately 45 days then transferred to a quick freezer where they are usually kept from four to six months. On taking out of the freezer they are soaked for 16 hours then smoked.

Our thought has been that the trouble occurred in the soaking as the finished product is rather tainted and yellow in the fat part of the meat. The lean is all right.

Can you suggest a remedy?

This packer's difficulty is due to the rancidity of the pickled meats coming out of the freezer. The trouble is not in the soaking, but probably occurs in the freezer. The practice being followed is likely to result in trouble.

The inquirer states that at the end of 45 days the hams and bellies are taken out of pickle and put in a sharp freezer. He does not say whether he stores them in pickle or whether they are just stacked up in the freezer.

About the best way to handle is to pack the hams in an air tight tierce, packing them loose and then heading up the tierce. The bacon should be wrapped in paper.

Meats so handled should not be held for anything like six months. Three months would be the maximum and a less time is desirable.

If this packer must hold his hams and bellies for four to six months or longer, it would seem to be better to freeze them green and cure as needed. When this plan is followed the meat is frozen at 10 to 15 degs. below and may then be transferred to a storage freezer at about 10 degs. above zero.

Product so handled comes out of cure in good shape, takes somewhat less time to cure and the only extra handling is in defrosting which must be thoroughly done before the meats are cured. This is usually accomplished by putting the meats in a warm weak pickle which is kept thoroughly agitated during the defrosting period. This requires over night in the case of hams and a considerably shorter time for bellies.

## RHODESIAN BEEF TO ENGLAND.

Rhodesia has shipped an experimental lot of frozen beef to England, consisting of approximately 10 tons to test the English market for this product. This will be the first export of beef from Rhodesia for 15 months.

August 13, 1932.

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**Making Fancy Bacon**

A packer who believes that something is missing in his dry cure for bacon says:

Editor The National Provisioner:

For a number of years we have been using a formula for dry cure bacon which makes a good cure but it seems to us that there are sweeter and milder cures on the market. Something seems to be missing in our cure. We want to make the best bacon money can buy and will be glad if you will give us a curing formula.

This inquirer does not say how he handles bacon in the cure, that is whether he packs it in boxes and then clamps the lid down tight so that the moisture in the meat together with the dry curing ingredients which are rubbed on the meat and sprinkled between the layers as well as on top will form a pickle and cover the meat completely. If this is not done the meat should be overhauled once during the curing period, placing the top layers on the bottom of the box.

There are several curing formulas for fancy dry cure bacon. The nitrate cure is as follows, for each 100 lbs. of green meat:

3 lbs. fine granulated salt  
2½ lbs. granulated cane sugar  
4 ozs. saltpeter

If nitrite is used instead of nitrate, the ingredients in the cure are as follows:

3 lbs. salt  
2½ lbs. sugar  
½ to ¼ of an ounce of sodium nitrite.

If a mixed nitrite and nitrate cure is desired, the following is suggested:

3 lbs. salt  
2½ lbs. cane sugar  
¼ oz. nitrite  
2 ozs. nitrate.

This inquirer thinks there are sweater cures on the market than his. It may be that he has not used enough sugar or the quality of the sugar may not be standard. Sugar as well as salt is an important flavoring agent, consequently it is of importance that all ingredients used in the cure be of best quality.

Bellies used for making fancy bacon must be carefully selected from hogs that have been properly chilled, as meat will not come out of cure better than it goes in. If this packer will try the formulas suggested it is believed he will get excellent results provided his method of handling in cure is right.

**JUNE BUTTER PRODUCTION.**

Creamery butter production in June in the United States is estimated at 186,997,400 lbs. compared with 182,659,200 lbs. in May and 194,542,000 lbs. in June, 1931. This is an increase of 2.37 per cent over May and a decline of 3.88 per cent from the production of a year ago. For the first six months of 1932 production totaled 870,487,200 lbs. compared with 868,938,000 in the 1931 period, an increase of .17 of 1 per cent. Minnesota was the heaviest producer in June, with Iowa second, Wisconsin third and Nebraska fourth.

**Operating Pointers**

For the Superintendent, the Engineer, and the Master Mechanic

**VALVE LEAK CAUSES LOSS.**

By W. F. Schaphorst, M.E.

To show meat plant operators how easy it is to waste fuel, believing all the while that good economy is being secured, here is an actual example witnessed not long ago:

A duplex steam pump, used for feeding water to boilers, had its drains piped as shown in Figs. 1 and 2. Fig. 1 shows the head end of the cylinders and Fig. 2 shows a lengthwise view. In other words, the drain piping was always entirely open with the exception of the single valve E.

It was probably thought when the drains were originally piped, years ago, that valve E would be sufficient because it "keeps the steam out of the exhaust pipe." But does it?

It is obvious, after giving it a thought, that with no valves at A, B, C and D, (D is behind C and therefore cannot be seen in this sketch) when steam is admitted to one end of the cylinder much of it rushes through the drain pipes. Live steam rushes through the pipes from the high pressure end into the low pressure end and thence into the exhaust pipe. In other words, even with valve E closed, the live steam made its escape into the exhaust pipe anyway, and it was good, valuable, high pressure steam.

Naturally the loss of steam was considerable, yet the error in piping was

not detected for years. The error was caught by a pump governor salesman. The engineer of the plant decided that he wanted a pump governor and so wrote to a manufacturer. The manufacturer sent his representative who took a look at the pump and quickly decided that they needed a certain size of governor generally used on pumps of that type and size.

In the course of time the pump governor was installed, but it was not satisfactory. The pump wouldn't furnish a sufficient quantity of water, whereas before installing the governor they never had any such trouble. The engineer naturally blamed the pump governor.

So the salesman visited the plant again. He decided that there was something radically wrong somewhere, and he began to "look around." You can doubtless imagine his amazement when he discovered that there were no valves at A, B, C and D.

Upon installation of the four valves in the drain pipes the pump governor functioned perfectly. The engineer does not know to this day how much steam was being wasted because it was not metered, but he does know that today they are burning three tons of coal less per day than they did before improvements were made in the plant.

The installation of valves at A, B, C and D was only the beginning of a survey that was made over the entire plant. The engineer didn't stop there. He made many other improvements, installing an exhaust steam control system, automatic damper regulators, automatic feed water regulators and temperature controllers. The cost of the new equipment was insignificant when compared with the yearly saving he brought about. The exact cost of their coal is not known, but even at the lowest prices paid for coal in the United States, a saving of three tons per day amounts to a tidy sum in a year.

**GOOD LOOKING PACKAGES.**

One development in packers' consumers packages is a very noticeable trend to lend greater good will and prestige to products—whether they be packed in cartons, tin or glass, or wrapped in one or another of the various meat wrapping materials—by using better art work and printing or lithographing. Packers evidently are coming to believe that if there is anything to the idea that meats sell better in packages it pays to utilize this sales appeal to the utmost by spending a little money to get the best appearance possible.

One packer has recently re-designed at considerable expense his tin containers for carrying bulk products to retail stores. In this case the greatest care was taken to have the most attractive designs possible, although as a rule the consumer does not see these containers. Cartons for bacon, sausage and other products for consumer packages are also being revamped, and are being dressed up with high-class art work and the best possible printing.

This packer believes that his packages and containers must not only compete with the packages of other packers, but that they must make a favorable showing alongside the packages and containers of other food manufacturers.

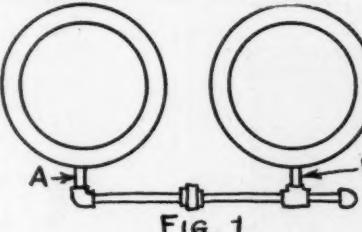


FIG. 1

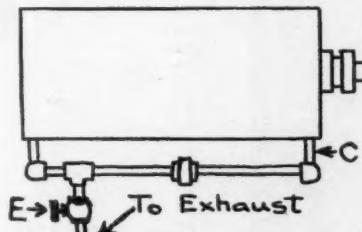


FIG. 2

SAVED THREE TONS OF COAL PER DAY.

This drain connection on a duplex pump caused one packer a large loss before it was discovered. The high pressure steam had a direct path from the high pressure cylinder to the low pressure cylinder and to the atmosphere. When valves were installed at points A, B, C and D this loss was stopped. (Point D is behind C and, therefore, can not be seen in the sketch.)

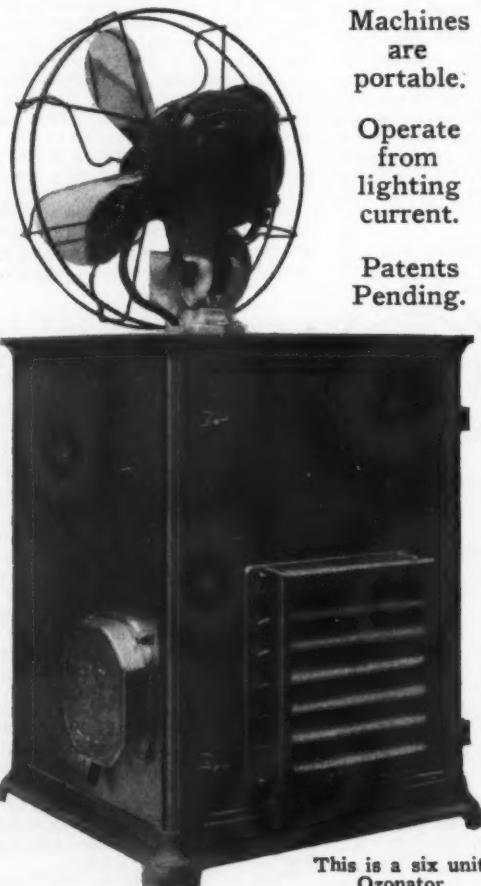
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Machines are made in ten sizes.

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Lyndhurst, N. J.



# Refrigeration and Frozen Foods

## Quick Freezing Trends

### New Tray Freezing System Capable of Large Capacity

To those in the meat packing industry who have not kept a close watch on quick freezing developments the extent to which this method is being applied to the preservation of perishable foodstuffs may come as a surprise.

Many cuts of meats, fruits and vegetables in large variety, fish, fruit juices and seafoods are being extensively frozen.

In the East, where the greatest merchandising developments have taken place, in excess of 300 retail outlets are now handling Birdseye quick frozen foods. The number of these stores, as well as the extent of territory over which quick frozen foods are being merchandised, is expanding rapidly.

Many state colleges and experiment stations are doing research work on quick freezing of various food products; methods of distribution to retail outlets are being perfected and low temperature showcases for storing and displaying frozen products have been brought to a high state of development.

### Progress Is Being Made.

Production and distribution problems, therefore, seem to be well on the road to solution.

Such ventures into the quick frozen field as have failed—and there have been a few—probably can be traced to lack of adequate preparation to thoroughly acquaint the consumer with the new product and the difference between ordinary freezing and quick freezing. Progress along this line, however, is being made.

Many of the women's and home magazines of national circulation have carried informative articles on frozen foods, and the excellent publicity work done by General Foods Corporation in those sections where Birdseye frosted foods are on sale indicate that this problem is not as difficult of solution as it first appears when modern advertising and publicity methods are used.

### Brine Sprays Used in New Method.

The packer who is planning to produce frozen foods in the future has a number of quick freezing processes to choose from. The better known of these now in operation in this country are the Birdseye belt and plate freezers, the Kolbe systems and the brine spray or fog system developed by M. Zarotschenzoff, better known as the "Z" system.

The Taylor system is another in successful operation and annually quick freezes a large tonnage of fish.

Among the newer quick freezing methods is that developed by William J. Hendron, chief engineer of the Booth Fisheries Co. This type of freezer has a capacity of upward of 1,000 lbs. of fish an hour, but is adaptable to handling all kinds of perishable foods. This quick freezing method is now in successful operation in the key plants of the company in the United States and Canada and is said to be both economical and efficient.

The equipment consists of one or more chambers, well insulated, waterproofed, and provided with water tight drainage. The fish or other foodstuffs to be frozen are placed in Monel metal trays, fitted with covers of the same material, and hung from a heavy carriage mounted on a monorail. This carriage moves the trays under brine sprays in the chamber and when the freezing process is completed carries them to storage or packing rooms. A system of rollers automatically operates the covers of the trays so that when they are moved into the freezing chamber the cover is closed and opened when they are moved out.

### Brine Is Reused.

In some plants the system consists of several freezing chambers, while in others there is only one. The chamber can be equipped with both front and rear doors so that when one set of trays is moved out at one end another carriage with additional trays, already packed, can be moved into the chamber from the other.

The carriage is stationary, of course, while in the freezing chamber. During this period the trays are sprayed with brine on top and bottom. The brine from the sprays is drained from the floor of the chamber and pumped into circulation again. The accompanying illustrations will give an idea of how the system is operated. Monel metal is used for trays and for covers to prevent corrosion and to facilitate cleaning after loads are run through the freezing chamber.

### REFRIGERATION NOTES.

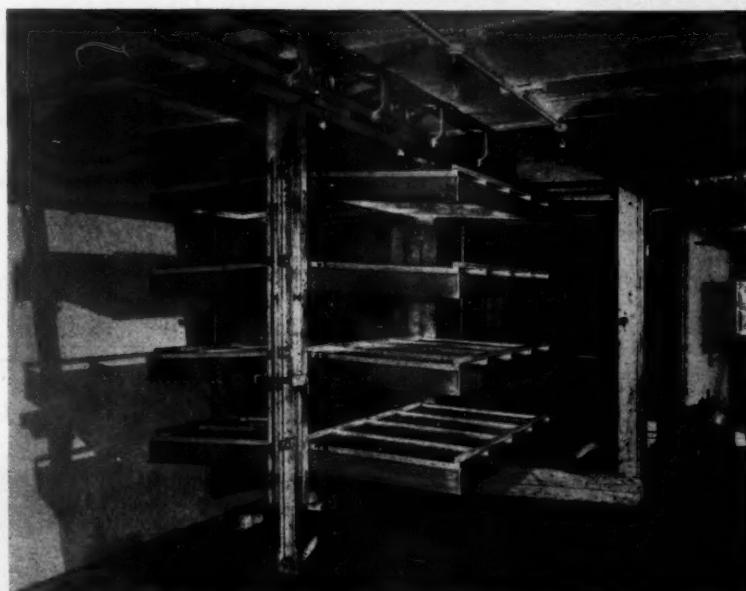
Sazrana Realty Corp., Ozone Park, N. Y., is considering the construction of a public market, including refrigeration. The building will be one story high, 27 by 85 ft., and will be located at Liberty ave. and 130th st.

Contract for the refrigerating machinery for the ice plant and storage building in the Dayton State Hospital, Dayton, O., has been awarded for \$8,193. Contract for insulation was let to the Armstrong Cork & Insulation Co.

Nye & Nissen, produce dealers, are reported to have purchased a controlling interest in the Western Refrigerating Co., Petaluma, Calif., from Fred L. Hilmer Co., San Francisco.

Washington Cold Storage Co., 2000 Railroad ave., Seattle, Wash., is reported to have been purchased by Ross Wilson.

Construction of a cold storage plant to cost about \$35,000 is being planned by the Kelowna Growers Exchange, Vernon, British Columbia, Canada.



NEW QUICK FREEZING SYSTEM DEVELOPED BY FISH EXPERT.

A claim for the Hendron system of quick freezing, developed by William J. Hendron, chief engineer of the Booth Fisheries Co., is its simplicity. The system consists of an insulated, waterproof chamber and a carriage supporting Monel metal trays and operating on an overhead rail. Foodstuffs to be frozen are placed in the trays and the carriage run into the chamber. Brine is then sprayed on all sides of the trays through a series of perforated pipes. The brine drains back to a brine storage tank and is recooled and recirculated.

In this illustration the carriage is shown outside the insulated brine chamber.



## The OUTSTANDING Package for Sausage Meat

- Packages for meat products are here to stay. Those alert packers who first recognized the tremendous merchandising value of the package were the first to profit by increased sales.
- The KLEEN KUP is the outstanding package for sausage meat, chili con carne and other meat products. Its use will add a new and real impetus to your sales efforts.

**KLEEN KUP**

*The Package That  
Sells Its Contents*

**Mono Service Co.**  
NEWARK NEW JERSEY

## Investigate ROCK CORK

This modern low temperature insulation—  
24 years' time-tested

1. Highly efficient
2. Moisture-resistant
3. Completely sanitary
4. Odorless
5. Permanent, mineral composition

NO OTHER low temperature insulation equals Rock Cork in its ability to maintain its high initial efficiency over a long period of years. No other material offers higher resistance to moisture infiltration.

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**Johns-Manville**

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New York

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### Note the Design

The exclusive cup - shaped ring and overlapping blades of the Meier

### Nu-Air

means more air, less back pressure and a fan actually larger than rated.

Meier Electric & Machine Co.  
Indianapolis, Ind.



## FROM THE START...

of refrigeration in the packing industry York has played a leading part. You can't afford to buy refrigeration equipment without consulting York Ice Machinery Corporation, York, Pennsylvania.



**YORK**  
REFRIGERATION

## Have you received YOURS?



MUNDET CORK CORP.  
450 Seventh Ave., New York City

I shall be glad to receive a copy of your new catalog.

We are interested in:

- Corkboard for flat insulation.
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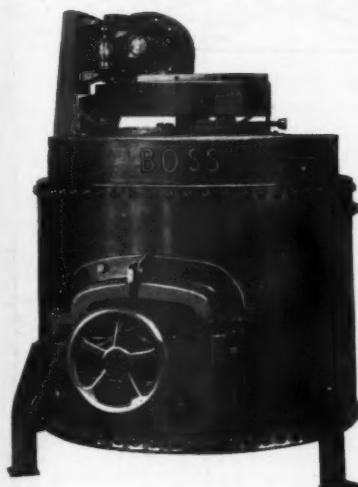
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# A Page for Purchasing Departments

## REDESIGNED VERTICAL DRYER.

Refinements in the design of the Boss vertical airtight dryer, manufactured by the Cincinnati Butchers' Supply Corp., Cincinnati, O., has added considerably to the efficiency and appearance of this machine.

This dryer, recommended for the small and medium size plant for drying tankage, blood, hog hair, etc., has an



### DRYING EFFICIENCY INCREASED.

Design of a number of details of this Boss vertical dryer, a favorite in many small and medium-size meat plants, recently has been improved, increasing its efficiency. The machine is used to dry tankage, blood, hog hair, etc.

inner shell of seamless hammer welded tubing, which eliminates staybolts in the side walls. The bottom is made of heavy boiler plate, steam-jacketed and staybolted for 100 lbs. working pressure, all constructed in accordance with A. S. M. E. code requirements. The agitators are made of cast steel and set close to the bottom. The drive consists of spur gears mounted on a vertical shaft, with the pinion mounted on the shaft of the geared motor head. This geared motor head contains a set of Sykes herringbone gears and worm gear reducer, fully inclosed and operating in oil.

## TWO-PLY STAINLESS STEEL.

Announcement by the Ingersoll Steel & Disc Co., of Chicago, (a division of the Borg-Warner Corporation) that they have perfected a commercially successful two-ply stainless steel will be of special interest to the packing and allied industries, where corrosion problems are always a factor. This new metal, to be known as Ingoclad stainless steel, is produced by a patented process from the composite ingot.

It is stated that, after many years of research, the manufacturing process

has been developed to the point where a perfect bond between the stainless steel and the carbon steel back are assured. It will be marketed at a price which will permit its use for countless applications in the packing industry which have heretofore been unable to employ solid stainless steel on account of prohibitive costs. These applications include use in the killing plant, cutting and curing rooms, storage tanks and in the many by-product processes where the product comes in contact with metallic surfaces.

This new stainless steel may be deep drawn, stamped, welded, formed and polished. According to president R. C. Ingersoll it is now being produced in various gages and sizes and has been used by several large companies where extensive tests have substantiated the manufacturer's claims. Facilities will be available in the near future to supply all practical commercial sizes.

## THE BOOSTER COMPRESSOR.

Packers and meat plant engineers who desire to keep up-to-date on refrigeration developments will be interested in Bulletin No. 32,164, "York Booster Compressor," being distributed by the York Ice Machinery Corp., York, Pa. The booster compressor has been developed to increase the efficiency of existing refrigeration installations when low temperatures are required for quick freezing food or other process work. When it is used the low pressure

gas is compressed to an intermediate pressure, cooled and then compressed to condensing pressure. In this manner the generation of excessive heat is avoided and the horse power requirements reduced.

The New York bulletin explains the principle of stage compression and how it can be applied economically. The details of the design of the compressor are also illustrated and described. The bulletin will be sent to anyone interested.

## HAM ROLLS IN BAGS.

An enterprising baker in Paris has adopted a new bag for the wrapping of the popular French sandwich, which takes the shape of a hamroll and which is displayed on refreshment stands, in railway stations, and other wayside houses. The rolls are delivered in individual bags made on one side of a greaseproof paper suitably printed, while the other side is of Cellophane to enable the prospective purchaser to choose his own sandwich. The end of the bag is fastened by means of a clip, which not only prevents the bag from being used again, but also assures the customer that the original contents have not been replaced by an inferior article. Similar enclosures for sandwiches are now being made in the United States by Thomas M. Royal, of Philadelphia, and Union Bag & Paper Corporation and Continental Bag & Paper Company, of New York.



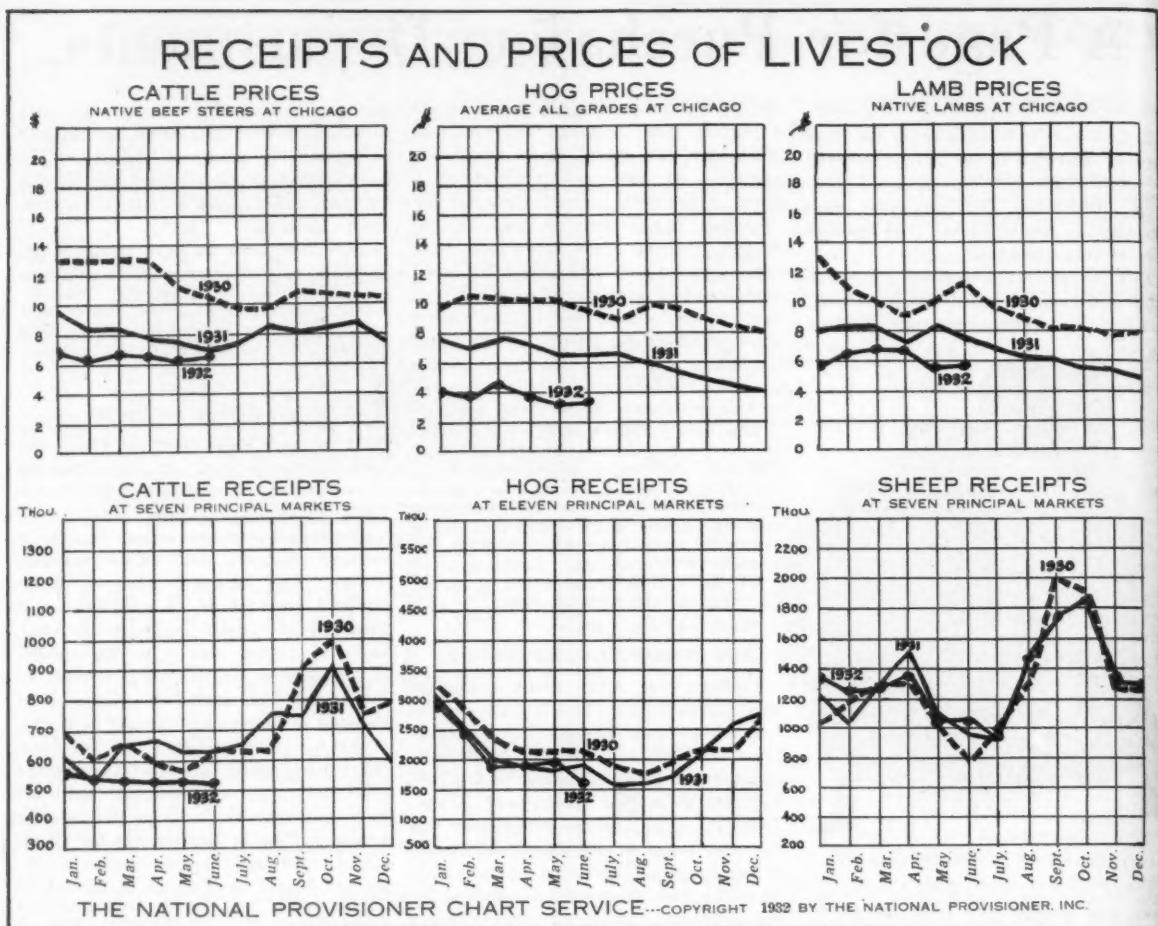
## NEW FEATURES IN INSULATED MEAT TRUCK TRAILER.

In this insulated trailer, in daily service between Chicago and Milwaukee, a new method of protecting the floor insulation against penetration of moisture is used. A specially built water-tight pan arranged below the top floor boards and fitted with drain pipes prevents any surplus moisture from seeping into the insulation.

Insulation in walls and ceiling consists of 3 in. of Dry-Zero blanket, sufficient protection, it is said, so that no refrigeration is required during nine months of the year. During the three summer months three 55-gallon drums of crushed ice placed in the body will give adequate refrigeration to keep the temperature below 40 degs. for 24 hours.

Body is of oak construction sheathed on the outside with  $\frac{1}{4}$ -in. plymetal and inside with  $\frac{3}{8}$ -in. fir. Two doors are provided, one on the side and a double door in the rear equipped with medium weight Miner lock and spring. The body weighs approximately 4,500 lbs. and is mounted on a narrow bed Fruehauf trailer. It was built by H. Barkow Co., Milwaukee.

The trailer has a capacity of 12 to 15 tons of meat. It is 20 ft. long and is owned by the Advance Transportation Co., Chicago. The addition of this trailer increases to ten the number of refrigerated bodies being operated by this company.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of receipts and prices of cattle, hogs and sheep at the principal markets during the first seven months of 1932 compared with similar periods in 1931 and 1930.

**Cattle.**—Throughout the year cattle receipts have been well under those of one and two years ago. This has been true of all classes of cattle, particularly better grade steers which have been in limited supply for some months and which consequently have commanded a good price. Even federal inspected slaughter of cattle, which does not always parallel receipts, shows a decline of 3.4 per cent from that of a year ago. Steer slaughter has been nearly 2 per cent larger than a year ago but cow slaughter has shown a decline of 10 per cent, and the ratio of cow slaughter to total slaughter has been the smallest in ten years. Slaughter figures are now regarded as a better index of supplies than the receipts at the principal markets.

As a result of small supplies, cattle prices have held up throughout the year especially prices of finished steers. Beef steers at Chicago reached their lowest top price of the year in May when the month showed an average of \$8.00. July beef steer tops averaged \$9.75 and

January tops remained the highest of the year at \$11.40. May average prices also were the lowest at \$6.05, declining from \$6.80 in January and rising to \$7.95 in July, the highest average price of the year.

**Hogs.**—Hog receipts at the eleven principal markets during the first seven months of the year totaled 14,000,000 head. Not all of these hogs were slaughtered at the markets where they were received and, on the other hand, thousands of hogs were slaughtered at these markets that do not appear in the market receipts, being sent direct to packers. Receipts, therefore, are not always an index of the number of hogs slaughtered. In general, however, the receipts as well as federal inspected slaughter have been above those of a year ago but under the 1930 supplies.

Prices have been low, the lowest average price being reached in May when it dropped to \$3.35 at Chicago from a high of \$4.35 in March and increased to a high of \$4.65 in July, which was the highest for the year. The highest average top for the year also was reached in July at \$5.55 with the low top in May at \$3.90. The average price of hogs at Chicago in July, 1931, was \$6.30 and in July, 1930, \$8.80.

The low prices of the current year which began their decline in July, 1931, are attributable to a combination of generous receipts and curtailed consumer buying power. The July upturn in the market was due in large measure

to shorter receipts and to a more limited supply of beef and veal. Any improvement in employment can be expected to show a quick reflection in the hog market, as storage stocks of frozen and cured pork meats are not large and soon would be absorbed with increase in demand. On the other hand, should buying power continue at a low ebb and hog receipts increase, a slump in the hog market is certain to follow. Never has there been a time when the supply and demand relationships has been more sharply reflected in the hog market than has been true during the seven months of 1932.

**Sheep.**—Sheep and lamb receipts at the principal markets have shown a considerable decline from those of a year earlier for the seven months' period, but federal inspected slaughter of sheep for all markets during the same period has shown an increase of approximately 400,000 head. There appears to be some indication, however, that the huge lamb crop of recent years will be curtailed somewhat, although lamb consumption has increased over a wide area during the period of education of the public to the use of lamb, lower prices and high quality lamb meat which has prevailed for many months.

Top lamb prices at Chicago during the period under discussion were highest in March at \$8.35 and lowest in January at \$6.90. The low period was one when the bulk of the lambs marketed are heavyweights which command

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# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Fairly Active—Market Firm—Hogs Steady—Western Run Liberal—Cash Demand Moderate—Cotton Crop Smaller—Outward Product Movement Satisfactory.**

In a fairly active trade the lard market backed and filled the past week, but maintained a firm undertone. The nearby deliveries felt the influence of profit taking and some hedge selling, but pressure was not very great. While prices were off moderately from the best levels of the upward movement, there was more of a tendency to concentrate operations in the January position, and that month established new highs for the season.

Speculative absorption of lard was encouraged by strength in other commodities and in securities, but the bulges in hog products were checked by a tendency of hogs to hold around the recent levels. On the whole, the selling appeared to be pretty well taken, and sentiment, in the main, was fairly optimistic on the immediate future. There was a rather confident feeling that lard would not lag behind if the other commodities continued to move up under what has developed into a mild inflation movement.

The lard market was aided somewhat by the prospects of a much smaller cotton crop than last year, and a resultant smaller outturn of cottonseed oil. The feeding differential between live hogs and corn continued favorable towards free feeding operations. The possibility of this resulting in heavier hogs, and greater hog numbers appeared to be offset for the time being by expectations of comparatively moderate hog marketings for another month or so.

### Hog Run Liberal.

Receipts of hogs at western packing points the past week totaled 366,000 head, compared with 360,000 head the previous week and 347,000 head the same week last year. Average weight of hogs received at Chicago last week was 261 lbs., against 260 lbs. the previous week, 256 lbs. the same week last year and 255 lbs. two years ago. Average price of hogs at Chicago on Wednesday was 4.35c, against 4.25c a week ago, 6.35c a year ago and 9.05c two years ago.

Slaughterings of hogs under federal inspection during July totaled 2,801,653 head, against 2,766,639 head last year. For the seven months ended July 27,

somewhat less attention in the trade. Average lamb prices in January were \$5.95, which increased to \$6.85 in March and declined to \$5.50 in May. From May the average price rose to \$5.90 in July. This July price compares with an average of \$7.05 in July, 1931, and \$9.75 in the same month two years ago. Wool and pelt prices also have been low which had a further depressing influence on live lamb prices throughout this period.

56,728 head were slaughtered, compared with 25,941,273 head the same time last year.

Domestic demand for lard was reported fairly satisfactory during the week, but warm weather over the country had the effect of again making for a rather quiet to moderate trade in meats. This, however, was more or less seasonal and had very little effect upon the market as a whole.

### Lard Exports Up.

Export trade was of moderate volume, a declining tendency in foreign exchange rates apparently having some influence. In the main, however, the impression prevails that foreign takings of hog products this year will hold up fairly well compared with last year.

Official exports of lard for the week ended July 30 were 7,803,000 lbs., against 7,530,000 lbs. last year. This made exports from January 1 to July 30 some 320,748,000 lbs., compared with 358,012,000 lbs. the same time last year. Exports of hams and shoulders, including Wiltshires, for the week were

1,665,000 lbs., against 1,422,000 lbs. last year; bacon, including Cumberlands, 675,000 lbs., against 1,346,000 lbs.; pickled pork, 314,000 lbs., against 277,000 lbs. Of the lard exports during the week, 3,905,000 lbs. went to the United Kingdom, 2,284,000 lbs. to Germany, 941,000 lbs. to the Netherlands and 673,000 lbs. to other countries.

Prospects of a bumper corn crop were diminished somewhat by the unfavorable climatic conditions the past month. The Government placed the crop at 2,820,000,000 bu., against the August private average estimate of 2,991,000,000 bu., the Government July estimate of 2,996,000,000 bu. and the final last year of 2,563,000 bu. The trade had been talking a crop of around 3,000,000,000 bu., but notwithstanding the setback the prospects are for an outturn some 257,000,000 bu. larger than last year.

**PORK**—The market was steady in the East, with demand moderate owing to hot weather. At New York, mess was quoted at \$20.25 per barrel; family,

## Hog Values Show Improvement

Cut-out values of hogs showed some improvement this week in spite of slightly higher live prices. The fresh pork market was stronger and the general feeling in the provision trade was better. Lard reached a new high since January.

Receipts of hogs at the twelve principal markets totaled 285,000 head during the first four days of the week. This was 13,000 less than in the previous week and 6,000 under the receipts of the 1931 period.

A shortage of sows was evident in the runs but the percentage of well finished butchers increased in Chicago receipts. Fancy light hogs were scarce. The top for the week was \$5.05 paid on good to choice 180 to 220 lb. hogs. The low top of the week was only 5c less at \$5.00.

The following test, worked out on the basis of live hog costs and green prod-

uct prices at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE shows a cutting loss of 34c per head on the lightest averages and slightly over \$1 per head on the 225 to 250 lb. weights.

The usual average yields, costs and credits are used. This is a season when yields, especially, should be checked at frequent intervals due to the variation in the quality of receipts and the inclusion of large numbers of hogs marketed off of grass. The yields used in working out the test are believed to be fairly representative of the averages of a large number of hogs.

Some packers may feel that because hogs are so cheap it is not necessary to keep a close check on their cut-out values. But it should be remembered that meats, also, are cheap and that the margin of profit, when one exists, is considerably narrower than when prices are higher. The hog test as a guide in buying therefore, is just as important at the present time as it ever has been.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.34	\$1.22	\$1.19	\$1.16
Picnics	.38	.31	.25	
Boston butts	.38	.32	.33	
Pork loins	1.22	1.09	.85	.65
Bellies, light	.84	.80	.52	.17
Bellies, heavy			.23	.58
Fat backs		.06	.16	.26
Plates and jowls	.08	.08	.11	.11
Raw leaf	.10	.10	.10	
F. S. lard, rend. wt.	.07	.11	.63	.50
Spare ribs	.05	.05	.06	.04
Muscular trimmings	.05	.06	.07	.05
Rough feet	.02	.02	.02	.02
Tails	.01	.01	.01	.01
Neck bones	.01	.01	.01	.01
Total cutting value (per 100 lbs. live wt.)	\$5.10	\$4.80	\$4.59	\$4.34
Total cutting yield	67.50%	68.50%	70.00%	71.00%
Crediting edible and inedible offal values to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights indicated, plus all expenses, the following results are secured:				
Loss per cwt.	\$ .20	\$ .41	\$ .45	\$ .34
Loss per hog	.34	.82	1.07	.98

August 13, 1932.

# Automatic TEMPERATURE CONTROL

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40 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago—231 E. 46th St., New York  
ALSO 41 OTHER CITIES



The POWERS REGULATOR CO.

\$20.25 per barrel; fat backs, \$14.00@ 15.00 per barrel.

LARD — The market was fairly steady. Domestic trade was moderate and export only fair. At New York, prime western was quoted at 5.65@ 5.70c; middle western, 5.50@ 5.60c; New York City tierces, 5%c; tubs, 5%@ 6c; refined Continent, 6%c; South America, 6%c; Brazil kegs, 7%c; compound, carlots, 6%@ 7c; smaller lots, 7@ 7%c.

At Chicago, regular lard in round lots was quoted at 5c over September; loose lard, 25c under September; leaf lard, 12½c under September.

See page 37 for later markets.

BEEF—Demand was moderate, but the market was firm at New York where mess was nominal; packet, nominal; family, \$13.50@ 14.00 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$1.70; No. 2, \$3.25; 6 lbs. South America, \$11.00; pickled tongues, \$30.00@ 40.00 per barrel.

## MEAT IN LONDON MARKETS.

More pork and bacon but less beef and mutton were received on the London central markets during the first six months of 1932 than in the 1931 period, according to official statistics of the United Kingdom. Pork and bacon receipts totaled 23,614 long tons compared with 21,186 long tons in the 1931 period. Beef and veal receipts, the bulk of which came from the Argentine, totaled 115,957 tons compared with 123,458 tons last year. Mutton and lamb receipts in the two periods amounted to 75,732 tons and 74,531 tons, Australia supplying about half in each period.

## PORK AND LARD PRICES.

Average wholesale prices, fresh and cured pork products, lard and compound at Chicago and New York for July, 1932, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Chicago— July, 1932.	New York— July, 1931.
FRESH PORK CUTS.		

Hams.

10-14 lbs. av..... \$11.57 \$14.54 ..... \$17.14

Loins.

8-10 lbs. av..... 14.50 20.96 \$15.30 20.86

10-12 lbs. av..... 14.29 19.53 15.02 19.74

12-15 lbs. av..... 14.00 15.14 13.38 16.14

16-22 lbs. av..... 9.12 16.77 11.45 15.46

Shoulders, N. Y. Style, Sk., No. 1.

8-12 lbs. av..... 8.73 10.73 9.43 12.00

## CURED PORK CUTS, LARD AND LARD SUBSTITUTES.

Hams, Smoked, Regular No. 1.

9-10 lbs. av..... 14.50 23.05 15.67 22.73

10-12 lbs. av..... 14.00 21.95 15.01 21.43

12-14 lbs. av..... 13.44 20.00 14.68 20.38

14-16 lbs. av..... 13.44 19.10 14.46 19.65

Hams, Smoked, Regular, No. 2.

8-10 lbs. av..... 13.00 20.10 12.80 18.94

10-12 lbs. av..... 13.00 18.10 12.57 18.25

12-14 lbs. av..... 12.00 18.10 12.04 16.00

14-16 lbs. av..... 12.00 17.10 11.97 16.70

Hams, Smoked, Skinned, No. 1.

16-18 lbs. av..... 14.60 19.50 14.80 19.90

18-20 lbs. av..... 14.44 18.50 14.80 19.60

Hams, Smoked, Skinned, No. 2.

16-18 lbs. av..... 13.88 17.50 12.55 16.82

18-20 lbs. av..... 12.88 16.50 12.55 16.32

Bacon, Smoked, No. 1 (Dry Cure).

6-8 lbs. av..... 14.75 25.00 15.48 25.62

8-10 lbs. av..... 14.06 23.50 14.75 24.70

Bacon, Smoked, No. 1 (S. P. Cure).

8-10 lbs. av..... 13.00 18.00 10.92 19.28

10-12 lbs. av..... 11.62 17.50 10.75 18.27

Picnics, Smoked, No. 1.

4-8 lbs. av..... 9.50 14.00 9.54 13.99

Fat Backs, D. S. Cured, No. 1.

12-14 lbs. av..... 5.92 9.10 6.38 8.70

Lard, Ref., Hardwood Tubs.

6.96 8.65 7.28 9.82

Lard Substitute, Hardwood Tubs.

6.44 8.35 6.81 10.00

Lard, Ref., 1-lb. Cartons.

7.50 9.45 7.94 11.00

## JUNE MEAT EXPORTS.

June exports of meat from the United States totaled 12,730,155 lbs., valued at \$1,152,876 compared with exports of 12,616,295 lbs., valued at \$1,173,325 in May, 1932. Shipments to insular possessions during June totaled 2,917,759 lbs., making the total outgo for the month 15,647,914 lbs., slightly less than the May total of 16,353,864 lbs.

The largest single item of export was cured hams and shoulders, totaling 7,132,452 lbs. plus 1,012,419 lbs. shipped to the insular possessions, making a total of 8,144,871 lbs. shipped out during the month. This compares with total shipment of 8,578,768 lbs. in May, a decline of 433,897 lbs. Of the total June export the United Kingdom took 6,306,777 lbs. compared with 6,597,713 lbs. in May. Cuba took 303,654 lbs. and Canada only 57,650 lbs. Of the shipments to the insular possessions, Porto Rico took 867,243 lbs. and Hawaii 145,176 lbs.

Fresh or frozen beef exports totaled only 130,020 lbs. and pickled or cured beef 1,009,779 lbs. Of the latter, Newfoundland and Labrador took 762,898 lbs.; French West Indies, 138,200 lbs.

Exports of fresh or frozen pork carcasses totaled 6,410 lbs., the bulk going to Panama. Loins and other fresh or frozen pork cuts exported totaled 941,786 lbs., the United Kingdom being the best customer with Panama second. Bacon exports totaled 2,246,898 lbs., Cumberlands and Wiltshires 28,683 lbs., other pickled or salted pork 1,073,345 lbs., sausage, not canned, 160,782 lbs.

The largest single export of sausage meat went to Belgium with the Philippines second and Panama third. The insular possessions took nearly twice as much sausage meat as was exported to all other countries together.

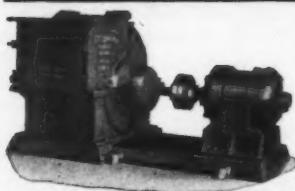
In addition to the above meat exports, there were exports of 194,265 lbs. of pickled horse meat, valued at \$10,786 and 163,199 lbs. of salted or smoked horse meat, valued at \$10,608.

## JUNE CHEESE PRODUCTION.

Estimated production of American cheese in June totaled 46,216,400 lbs. compared with 38,731,000 lbs. in May and 50,258,000 lbs. in June, 1931. This is an increase of 19 per cent over May and a decline of slightly more than 8 per cent from the production of last June. For the first six months of 1932 the production was 182,895,500 lbs. compared with 201,461,000 lbs. last year.

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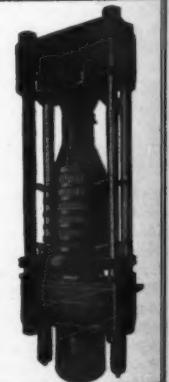
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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The position of the tallow market in the East continued rather tight the past week. While there was less activity than of late, this was due to the fact that while buyers were willing to pay practically the best levels of the recovery, producers continue to hold for higher prices. While there had been reports of extra New York selling at 3½¢ f.o.b., confirmation was lacking. Last official sales were at 3½¢ f.o.b. Consumers were bidding the latter level here this week, but sellers were holding ¾@¼¢ more, and offerings were scarce.

The fact that producers are in a comfortably sold-up position, together with the advancing tendency in securities and in major commodities, gave the market much of its strength. However, it was said that the market had taken on the appearance of a deadlock on the advance. Should consumers be forced to come in for supplies, higher prices are certain, close observers believe.

At New York, special was quoted at 2½¢; extra, 3½@3½¢; edible, 4½¢ nominal.

At Chicago, the tallow situation showed little change, but the position of the market was firmer, with demand reported considerably in excess of the present supply. At Chicago, edible was quoted at 4¢; fancy, 3½¢; prime packer, ¾¢; No. 1, 3¢; No. 2, at 2½¢.

At the London auction 652 casks were offered, of which 80 sold at prices unchanged to 1s 6d higher than the previous sales. Mutton was quoted at 22s @23s; beef, 21s 9d@24s; good mixed, 19s@21s 6d. At Liverpool, Australian good mixed, August-September, was 6d higher at 21s 3d, while at Liverpool Argentine beef, August-September, was up 9d for the week at 21s 9d.

**STEARINE** — Offerings continued scarce in the East, and the market was quoted 6½@6¾¢, with intimations of sales at 6½¢ steamer. At Chicago, the market was quiet but firm. Oleo was quoted at 5¾¢.

**OLEO OIL**—Demand was again routine, and the market steady. Extra at New York was quoted at 5½@5¾¢; prime, 5@5½¢; lower grades, 4½@5¢. At Chicago, the market was quiet and about steady, with extra quoted at 5½¢.

See page 37 for later markets.

**LARD OIL**—Demand was fair, and the market was strong. Edible at New York was quoted at 8½@9¢; extra winter, 7¢; extra, 6½¢; extra No. 1, 6½¢; No. 1, 6½¢; No. 2, 6¢.

**NEATSFOOT OIL** — Demand was fair, and the market was sharply higher. Pure at New York was quoted at 8½@9¢; extra, 6½@7¢; No. 1, 6½@6½¢; cold test, 13½@13¾¢.

**GREASES**—There was no pressure of grease supplies on the market in the East the past week. As a result of this and a fair consumer inquiry, the market continued to present a strong tone. Firmness in tallow, and strength in other markets, together with a fairly

well sold-up position on the part of producers, made for a fairly tight situation. Rumors were current of house grease having sold at New York at 3½¢ delivered, but there was no confirmation. It appeared as though buyers would willingly pay ½¢ less than that level.

At New York, house was quoted at 3½¢ delivered; yellow, 3½¢ delivered; A white, 3½@3½¢; B white, 3½¢; choice white, after selling at 3½¢, was quoted at 3½@4¢.

At Chicago, the situation in greases appeared one where demand was in excess of the present supply. Large operators and small renderers were offering sparingly, while demand was fairly active. At Chicago, brown was quoted at 2½¢; yellow, 2½¢; B white, 2½¢; A white, 3¢; choice white, all hog, 3½¢.

### CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during June, 1932, are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

#### IMPORTS.

	Sheep, lamb and goat. Lbs.	Other. Lbs.
Czechoslovakia	3,422	.....
Denmark	.....	6,550
Finland	200	.....
France	1,000	12,500
Germany	9,350	106,541
Netherlands	1,005	13,230
Soviet Russia in Europe	32,821	.....
United Kingdom	6,630	.....
Canada	13,346	242,550
Argentina	63,374	284,915
Brazil	7,718	46,134
Chile	144,879	6,200
Uruguay	.....	107,256
British India	5,500	4,170
China	34,199	41,540
Iraq	19,559	.....
Persia	8,913	.....
Syria	2,790	.....
Tunisia	1,100	.....
Australia	113,900	27,060
New Zealand	147,390	8,186
Union of South Africa	0,203	.....
Morocco	10,713	.....
Total	654,311	910,187

Total value of the sheep, lamb and goat casings imported during the month is estimated at \$324,472, and of other casings at \$112,636.

#### EXPORTS.

	Hog casings. Lbs.	Beef casings. Lbs.	Other. Lbs.
Belgium	4,612	41,967	732
Denmark	.....	1,422	.....
France	6,718	16,528	443
Germany	302,176	654,834	45,205
Italy	1,340	1,180	.....
Netherlands	12,331	35,465	.....
Norway	.....	8,877	.....
Poland and Danzig	7,884	.....	.....
Spain	2,504	46,606	20
Sweden	1,100	18,836	16,500
Switzerland	7,282	13,926	.....
United Kingdom	198,351	16,634	5,016
Canada	200	6,765	43,323
British Honduras	.....	90	.....
Honduras	40	.....	.....
Mexico	.....	145	.....
Bermudas	276	.....	.....
Cuba	531	615	923
Bolivia	764	.....	.....
Philippine Islands	125	80	25
Australia	62,888	.....	.....
New Zealand	28,211	.....	.....
Total	632,903	863,057	112,739

Shipments of casings to insular possessions totaled 1,203 lbs. of beef casting to Hawaii and Porto Rico.

The value of hog casings exported during June is estimated at \$96,227; of beef casings \$73,740 and of other casings, \$30,500.

## By-Products Markets

### Blood.

Chicago, Aug. 11, 1932.  
Producers are asking \$1.25 per unit.  
Buyers' views are \$1.00.

Unit Ammonia.  
Ground and unground.....\$1.25@1.45

### Digester Feed Tankage Materials.

Trading continues slow. Low testing in best demand.

Unit Ammonia.  
Unground, 11½ to 12% ammonia.....\$1.00@1.25  
Unground, 6 to 8% ammonia.....1.50@1.25  
Liquid stick......50@.75

### Dry Rendered Tankage.

There continues to be a good demand. Sales are reported at Chicago at 45¢@50¢ and in the East at 55¢.

Hard pressed and exp. unground  
per unit protein.....\$1.25@1.50  
Soft prad. pork, ac. grease & qual-  
ity, ton.....\$15.00  
Soft prad. beef, ac. grease & qual-  
ity, ton.....\$12.00

### Packinghouse Feeds.

Demand continues fair. Sales of feeding tankage moderate. Prices are firm.

Per Ton.  
Digester tankage, meat meal.....\$25.00@30.00  
Meat and bone scraps, 50%.....25.00@30.00  
Steam bone meal, special feeding  
per ton.....\$22.00  
Raw bone meal for feeding.....\$22.00

### Fertilizer Materials.

Market showing a little more strength.

High grd. ground 10@12% am.....\$1.00@1.10 & 10c  
Low grd. and ungrd. 6-9% am.....1.00@1.10 & 10c  
Bone tankage, ungrd., low gd.,  
per ton.....10.00@12.00  
Hoof meal......80@.90

### Bone Meals (Fertilizer Grades).

Stocks of ground steam bone meal very light. Inquiries are not numerous. Steam, ground, 3 & 50.....\$21.00  
Steam, unground, 3 & 50.....\$12.00

### Gelatine and Glue Stocks.

Trading reported light. Prices are largely nominal.

Per Ton.  
Kip stock.....\$10.00@12.00  
Calf stock.....15.00@18.00  
Sinews, puzzles.....@10.00  
Horn pits.....16.00@17.00  
Cattle jaws, skulls and knuckles.....18.00@21.00  
Hide trimmings (new style).....4.00@6.00  
Hide trimmings (old style).....6.00@8.00  
Pig skin scraps and trim, per lb.....2@2½c

### Horns, Bones and Hoofs.

Offerings of packer bones limited, with demand fair.

Per Ton.  
Horns, according to grade.....\$30.00@150.00  
Mfg. skin bones.....65.00@110.00  
Cattle hoofs.....10.00@12.00  
Junk bones.....@12.00  
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Hog hair market easy. Prices nominal.

Summer coil and field dried.....1½@1c  
Winter coil dried.....1½@1c  
Processed, black winter, per lb.....2@2½c  
Processed, grey, winter, per lb.....1½@2c  
Cattle, switches, each.....1½@3c

\*According to count.

## Production, Movement and Stocks of Fats and Oils

Factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended June 30, 1932, according to Census returns, was as follows: Vegetable oils, 403,438,850 lbs.; fish oils, 5,938,158 lbs.; animal fats, 553,147,389 lbs.; and greases, 80,923,082 lbs.; a total of 1,043,447,479 lbs. Of the several kinds of fats and oils covered by this inquiry, the largest production, 408,690,771 lbs., appears for lard. Next in order is cottonseed with 224,152,123 lbs.; tallow with 142,260,759 lbs.; linseed oil with 65,763,572 lbs.; cocoanut oil with 62,357,667 lbs.; corn oil with 24,320,418 lbs.; soybean oil with 9,256,762 lbs.; and castor oil with 8,939,195 lbs.

The production of refined oils during the period was as follows: Cottonseed, 273,086,993 lbs.; cocoanut, 54,350,527 lbs.; peanut, 2,379,471 lbs.; corn, 19,488,488 lbs.; soybean, 2,035,876 lbs.; and palm-kernel, 3,577,328 lbs. The quantity of crude oil used in the production of each of these refined oils is included in the figure of crude consumed.

The data for factory production, factory consumption, imports, exports and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statement:

### PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS.

Factory production for the quarter ended June 30, 1932.	Factory warehouse stocks, June 30, 1932.	Lbs.	Lbs.
<b>VEGETABLE OILS.</b>			
Cottonseed, crude	224,152,123	49,093,932	
Cottonseed, refined	273,086,993	671,755,398	
Peanut, virgin and crude	2,980,579	1,316,697	
Peanut, refined	2,379,471	2,14,761	
Cocoanut, or copra, crude	54,350,527	17,220,232	
Cocoanut, or copra, refined	54,350,527	14,500,594	
Corn, crude	24,320,418	7,765,577	
Corn, refined	19,488,488	10,104,312	
Soybean, crude	9,256,762	18,079,585	
Soybean, refined	2,035,876	4,607,971	
Olive, edible		6,473,556	
Olive, inedible		1,469,201	
Sulphur oil or olive foots	13,211,776		
Palm-kernel, crude	(2)	6,284,747	
Palm-kernel, refined	3,577,328	1,799,467	
Rapeseed		3,630,138	
Linseed	65,763,572	116,081,888	
Chinese wood or tung		29,224,120	
Chinese vegetable tallow		13,191,592	
Castor	8,939,195	10,026,480	
Palm		2,543,446	
Sunflower seed		2,067,782	
Perilla		6,172,477	
All other	3,116,088	1,732,798	
<b>ANIMAL FATS.</b>			
Lard, neutral	4,746,368	3,800,636	
Lard, other edible	403,944,403	104,104,977	
Tallow, edible	12,650,858	5,735,663	
Tallow, inedible	129,609,901	188,617,594	
Neatsfoot oil	2,195,850	1,079,711	
<b>GREASES.</b>			
White	15,985,646	12,595,140	
Yellow	17,139,562	12,766,478	
Brown	10,728,612	13,401,630	
Bone	5,322,985	1,748,238	
Teal	1,287,055	5,391,732	
Garbage	15,771,462	19,537,747	
Wool	525,750	4,826,611	
Recovered	811,924	5,532,087	
All other	3,142,475	3,301,832	
<b>OTHER PRODUCTS.</b>			
Lard compounds and other lard substitutes	221,006,177	28,526,750	
Hydrogenated oils	118,538,990	17,544,814	
Stearine, vegetable	5,897,790	1,756,265	
Stearine, animal, edible	7,014,171	2,345,592	
Stearine, animal, inedible	2,086,426	2,935,020	
Oleo oil	17,470,752	6,248,759	
Lard oil	3,964,145	4,123,410	
Tallow oil	1,158,002	1,515,559	

Fatty acids	29,595,882	11,159,188
Fatty acids, distilled	8,740,287	2,864,060
Red oil	6,077,809	11,184,198
Stearic acid	4,221,321	3,781,727
Glycerine, crude 90% basis	35,451,411	20,200,388
Glycerine, dynamite	9,404,866	15,156,088
Glycerine, chemically pure	16,391,194	18,565,880
Cottonseed foots, 50% basis	54,732,418	77,209,902
Cottonseed foots, distilled	17,576,778	6,615,852
Other vegetable oil foots, distilled	10,622,033	4,989,441
Acidulated soap stock	15,816,478	27,628,185
Miscellaneous soap stock	443,964	391,510

### RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

—Tons of 2,000 pounds—  
Consumed  
Apr. 1 to  
June 30.

Cottonseed	644,278	333,935
Peanuts, hulled	3,641	3,582
Copra	49,636	11,828
Cocoanuts and skins	199	60
Corn germs	52,633	259
Flaxseed	98,192	40,701
Castor beans	11,844	8,627
Mustard	103	889
Soybean	32,744	18,610
Sesame	2,757	2,421
Other kinds	3,836	1,644

### IMPORTS OF OIL SEEDS, QUARTER ENDED JUNE 30, 1932.

Tons.  
Imports of oil seeds, quarter ended June 30, 1932.

Castor beans	14,658	
Copra	38,219	
Flaxseed	80,921	
Sesame seed	3,583	
Poppy seed	712	
Palm kernels	1,301	
Rapeseed	894	
Other oil seeds	1,071	

### IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED JUNE 30, 1932.

Lbs.

Animal oils and fats, edible	10,627	
Whale oil	11,748	
Cod oil	5,916,960	
Cod-liver oil	1,988,640	
Other fish oils	3,804,322	
Tallow	116,105	
Other greases	1,345,619	
Oleic acid or Red oil	344,502	
Stearic acid	1,794,595	
Grease and oils, n.e.s. (Value)	\$19,400	
Olive oil, edible	20,874,099	
Peanut oil	364,925	
Palm oil	44,076,200	
Sunflower seed oil	82,119	
Other edible vegetable oils	82,119	
Tung oil	26,799,580	
Cocoanut oil	70,073,990	
Sulphur oil or olive foots	14,940,870	
Other olive oil, inedible	3,555,406	
Palm-kernel oil	34,761	
Corn-oil wax	1,471,919	
Other vegetable wax	1,274,500	
Rapeseed (colza) oil	1,982,145	
Pedlily oil	6,600	
Other expressed oils	709,397	
Glycerine, crude	563,063	
Glycerine, refined	351,689	

### EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED JUNE 30, 1932.

Lbs.

Animal fats and oils, edible	76,432	
Fish oils	220	
Other animal oils and fats, inedible	4,406	
Olive oil, edible	1,265,770	
Tuna oil	1,104,792	
Cocoanut oil	279,923	
Palm and palm-kernel oil	1,086,776	
Peanut oil	1,086,776	
Soybean oil	385,885	
Other expressed oils and fats	150,275	
Vegetable wax	150,275	

### EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED JUNE 30, 1932.

Lbs.

Oleo oil	9,689,558	
Oleo stock	1,548,925	
Tallow	129,923	
Lard	122,427,609	
Lard, neutral	1,510,018	
Lard compounds, containing animal fats	200,874	
Oleo stearine	2,223,949	
Steatoft oil	165,702	
Other animal oils, inedible	112,466	
Fish oils	127,111	
Grease stearin	24,330	
Oleic acid, or red oil	341,255	
Stearic acid	113,202	
Other animal greases and fats	14,469,122	
Cottonseed oil, crude	1,306,147	
Cottonseed oil, refined	4,206,113	
Cocoanut oil, crude	7,195,102	
Cocoanut oil, refined	569,287	
Corn oil	236,439	
Soybean oil	551,437	
Vegetable oil lard compounds	267,291	
Other edible vegetable oils and fats	446,852	
Linseed oil	142,000	
Other expressed oils and fats, inedible	329,444	
Vegetable soap stock	3,299,155	
Glycerine	68,630	

### MARGARINE INGREDIENTS COST.

Substitution of domestic cottonseed oil and oleo oil for imported cocoanut oil in the manufacture of margarine results in some financial advantage, as shown by formulas suggested by the National Cottonseed Products Association. In a formula composed of all domestic products the cost of the raw materials at present prices is 4.1c per pound, while in a formula in which cocoanut oil constitutes a large proportion the cost is 4.3 cents per lb.

These two formulas, together with the cost of ingredients follow:

### DOMESTIC OILS MARGARINE FORMULA.

Pounds	—Tons of 2,000 pounds	Cents f.o.b. Chicago July Prices.
300	Cottonseed Oil	41¢ 12.37
500	Oleo Oil	41¢ 20.63
100	Neutral Lard	61¢ 6.12
100	Peanut Oil	41¢ 4.25
300	Milk	1¢ 3.00
30	Salt	1¢ .35
1,335		4.1 \$46.72

### FOREIGN OILS MARGARINE FORMULA.

Pounds	—Tons of 2,000 pounds	Cents f.o.b. Chicago July Prices.
900	Cocoanut Oil	41¢ 32.37
100	Peanut Oil	41¢ 5.35
300	Milk	1¢ 3.00
35	Salt	1¢ .35
1,335		4.3 \$46.22

When churned the above 1,335 pounds of ingredients will produce about 1,150 pounds of finished product.

### MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during June, 1932, with comparisons:

June, 1932.	June, 1931.
Lbs.	Lbs.
87,000	7,012,374
39,000	904,114
17,026	8,716
94,080	904,114
2,814,930	8,322,500
492,769	500,000
733,843	901,308
288,141	395,904
34,700	52,201
155,767	319,859
8,140	14,588
774,595	925,394
20,655	20,655
46,847	52,201
8,820	5,456
1,375	7,804
15,828	16,000
2,715	3,000
25,076	39,654
9	22

Total ..... 13,377,679 14,564,155

### JUNE MARGARINE PRODUCTION.

Margarine production during June, 1932, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, with comparisons, was as follows:

June, 1932.	June, 1931.
Lbs.	Lbs.
11,850,720	12,248,365
260,558	267,291
12,111,278	12,636,055

### HULL OIL MARKETS.

Hull, England, Aug. 10, 1932. — (By Cable.) — Refined cottonseed oil, 24s £d; Egyptian crude cottonseed oil, 22s £d.

# Vegetable Oil Markets

## WEEKLY REVIEW

Trade Active—Market Stronger—Cotton Report Bullish—Allied Markets Higher—Financial Strength Factor—Cash Demand Moderate—Crude Strong—Weather Unfavorable.

Cottonseed oil futures in an active trade, displayed a much stronger tone the past week. The market moved into new high ground for the upturn, December, January and March selling at new highs for the season. The nearby positions were up over 1c lb. from the season's low point despite the fact that there has been no particular betterment in the old oil situation. The latter, apparently, has been discounted and the market, responding to less favorable new crop prospects, experienced very little selling pressure. This made for a situation where moderately increased outside buying interest, brought about by strength in allied and in financial markets, was more effective.

Short covering was in evidence at times, and stop-loss orders were caught. That the advance was partly attributable to the fact that prices have been driven too low on the downturn was generally conceded. At the same time, the market was discounting, to some extent, the fact that the huge available supplies of old oil are in very strong hands. This made for a condition where there was little or no pressure of actual oil anywhere on the market.

Lard backed and filled but maintained a steady undertone. January delivery sold at new highs for the season. Cotton advanced sharply on the Government crop estimate of 11,306,000 bales, 1,000,000 bales under the private average estimate and compared with a final outturn last year of 17,096,000 bales.

Condition of the crop on August 1, was placed at 65.6 per cent, against 74.9 per cent last year and a ten-year August average of 66.4 per cent. Yield per acre was placed at 149.6 lbs., against 202.2 lbs. last year and a ten-year average of 151.4 lbs.

The advance in hog prices of late has been maintained, while the edge appeared to have been taken off the bumper corn crop. The government August estimate showed 2,820,000,000 bu.,

compared with the previous month estimate of 2,996,000,000 and the final last year of 2,563,000,000 bu.

The comment accompanied the cotton report that the boll weevil situation over the belt was the worst in four years. This attracted considerable attention. This was followed by the weekly weather report this week stating that the central and eastern portions of the belt had near normal temperatures during the week, but the western sections continued abnormally warm. Rainfall was rather frequent in most eastern cotton states, but only a few local areas received material precipitation in the western portions of the belt.

In the more eastern states, showers were beneficial in many places, but the dampness and frequency of rains caused revival of weevil activity. This was also true in the central and southern portion of the belt. In the West, dry, hot

weather favored holding the weevil in check, but the continued lack of moisture is being increasingly felt.

Cash oil demand during the week was moderate in volume, but there were some indications that the more cheerful attitude, following the sharp advances in securities values and the upturn in major commodities, had induced some consumers to take hold in fear of rising prices. Crude markets were quiet but strong at the best levels of the upward movement. Southeast and Valley, 3½c nominal; Texas, 3½c bid.

The government report on cottonseed products was anxiously awaited, not so much in that any particular surprise is looked for in the oil figures, but more to determine the extent of the carry-over. This was expected to run 1,750,000 bbls. or more, and it was figured that a cotton crop as now estimated would produce about 2,750,000 bbls., indicating new season supplies of 4,500,000 bbls.

**COCOANUT OIL** — Market ruled quiet during the week, with copra firm. There was no pressure of oil, and prices held steadily to firmer. Bulk oil at New York was quoted at 3¾c; tanks, 3¾c. At the Pacific Coast, tanks were quoted at 3¾c.

**CORN OIL** — Demand was fairly good, and the market was stronger. The last business was reported at 3¾c Chicago, but the market strengthened further later. Prices were quoted at 3¾c nominal, f.o.b. mills, and 3¾c asked, f.o.b. Chicago.

**SOYA BEAN OIL** — Demand was modest, and the market steady. Tanks at New York were quoted at 3c; f.o.b. western mills, 2.75@2.80c.

**PALM OIL** — Interest from consumers were limited, but the market held steady. Spot Nigre casks were quoted at 3@3½c; shipment, 2.65c; spot Lagos casks, 3¾@3¾c; shipment, 3.15c; 12½ per cent acid, bulk, 2.90c; 20 per cent softs, 2.85c; 40 per cent, 2.75c.

**PALM KERNEL OIL** — Quiet and routine conditions ruled throughout the week, with bulk oil at New York quoted steadily at 3½c.

**OLIVE OIL FOOTS** — Demand was moderate, but the market held rather well. Spot barrels at New York were

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 11, 1932.—Cotton oil futures have advanced about ½c lb. and crude ¼c lb. following very bullish and unexpected initial government crop estimate. Old crop crude is about exhausted and the new crop is moving very slowly. With only minor changes in lard, hogs and grains, and a record carryover of cotton oil, buyers of cotton oil are reluctant to enter the market at advancing prices, especially as crop is believed to have improved somewhat since government's estimate.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 11, 1932.—Crude cottonseed oil, 3½c lb.; forty-one per cent protein cottonseed meal, \$17.50; loose cottonseed hulls, \$1.00.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Aug. 11, 1932.—Prime cottonseed oil, 3.25@3.30c; forty-three per cent meal, \$14.50; hulls, \$4.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company  
Chicago, Illinois

HAMMOND'S  
**Mistletoe**  
MARGARINE

quoted at 4%@4½c; shipment, 4½c.

RUBBERSEED OIL—Market nom.  
SESAME OIL—Market nominal.

PEANUT OIL—There was little feature to the market, but prices were steady. Tanks were quoted at 3½c f.o.b. southern mills.

COTTONSEED OIL—Store oil demand at New York was reported fair, and prices were firm with the future market. Crude oil was stronger; Southeast and Valley, 3½c nominal; Texas, 3¾c bid.

Market transactions at New York:

**Friday, August 5, 1932.**

	Range	Closing			
	Sales.	High.	Low.	Bid.	Asked.
Spot		390	r	....	
Aug.		400	a	450	
Sept.	12	415	415	415	a 420
Oct.	5	412	412	415	a 417
Nov.		416	a	425	
Dec.		429	a	435	
Jan.		433	a	438	
Feb.		433	a	445	
Mar.	26	445	442	445	a 448

Sales, including switches, 43 contracts. Southeast crude, 3½c bid.

**Saturday, August 6, 1932.**

Spot	400	a	....		
Aug.	400	a	450		
Sept.	420	a	425		
Oct.	423	a	430		
Nov.	425	a	440		
Dec.	433	a	440		
Jan.	6	440	440	440	a 445
Feb.		442	a	452	
Mar.	4	455	455	455	a 455

Sales, including switches, 12 contracts. Southeast crude, 3½c bid.

**Monday, August 8, 1932.**

Spot	420	a	....		
Aug.	425	a	455		
Sept.	425	a	445		
Oct.	446	446	446	a	
Nov.	1	435	435	450	a 460
Dec.	4	460	445	456	a 464
Jan.	2	445	445	462	a 466
Feb.		463	a	475	
Mar.	17	477	455	472	a 475

Sales, including switches, 32 contracts. Southeast crude, 3½c bid.

**Tuesday, August 9, 1932.**

Spot	420	a	Bid		
Aug.	425	a	455		
Sept.	5	442	442	437	a 443
Oct.	1	445	445	440	a 445
Nov.		445	a	452	
Dec.		453	a	458	
Jan.		455	a	457	
Feb.		455	a	468	
Mar.	7	470	465	465	a 470

Sales, including switches, 13 contracts. Southeast crude, 3½c nom.

**Wednesday, August 10, 1932.**

Spot	435	a	Bid		
Aug.	435	a	455		
Sept.	32	442	436	442	a 450
Oct.		443	a	450	
Nov.		445	a	455	
Dec.	3	458	457	455	a 460
Jan.	4	462	460	460	a 465
Feb.		463	a	470	
Mar.	40	470	470	470	a 470

Sales, including switches, 79 contracts. Southeast crude, 3½c nom.

**Thursday, August 11, 1932.**

Spot	440	a	....	
Sept.	450	450	450	a 455
Dec.		463	a	470
Jan.		468	a	474
Mar.	480	475	480	a 474

## THE NATIONAL PROVISIONER

### WORLD MARGARINE SITUATION.

World production and consumption of margarine is limited almost entirely to the United States and northern and central Europe, according to the U. S. Department of Agriculture. In Canada, the manufacture or sale of margarine is prohibited. In Australia and New Zealand, the industry has scarcely as yet gained any foothold. In southern Europe, Argentina and in those regions generally where the use of liquid vegetable oils is established, custom continues to operate against the manufacture or consumption of margarine as such. In Russia, abundant supplies of butter on the peasant holdings and the comparative scarcity of industrial centers has prevented, at least until very recently, the establishment of a margarine industry of any importance. References have been made in various market reviews to attempts on the part of the Russian government to obtain margarine supplies in order to release greater supplies of Russia butter for export, and the construction by the Soviet government of a margarine factory in Leningrad early in 1929 is reported.

Margarine, unlike butter, does not enter largely as such into international trade. The raw materials for margarine manufacture, such as oil-bearing seeds, copra, and the various vegetable oils enter world trade, and margarine as the finished product, is quite generally consumed within the country in which it is made. During the last two years margarine production and consumption in Europe as in the United States has been checked in comparison with butter consumption. Indications are that there has been some decline absolutely as well as in relation to the consumption of butter.

Germany is a possible exception. In that country prevailing economic conditions have apparently caused the production and consumption of margarine to be well maintained during 1931, despite the low level of butter prices. According to this statement, recent reports indicate that margarine sales in Germany have been stable with prospects for a continuance of this situation in the near future.

In the Netherlands which is the center of the European margarine industry, and probably the only country exporting important quantities of both butter and margarine, the cheaper descriptions of butter, particularly Siberian and Australian, have recently been imported in increasing volume and retailed at prices competing effectively with margarine. Consumption of butter is reported to have increased from 13.0 lbs. per capita in 1929 to 14.3 lbs. in 1930, while margarine consumption declined slightly from 20.3 lbs. to 19.6 lbs., and the shift is thought to have been accentuated since 1930.

In Great Britain, one of the largest organizations dealing in butter and margarine is reported by the British Ministry of Agriculture and Fisheries to have had its sales of margarine adversely affected by the extremely low prices prevailing for butter. Inquiries carried out by the Empire Marketing Board in Nottingham are reported to have shown that in that city a decline in margarine sales of 19 per cent occurred between July, 1928, and July, 1931, while butter sales increased by 15 per cent in the same period.

### MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)  
Memphis, Tenn., Aug. 11, 1932.

Trading in cottonseed meal was heavy today, but there was little or no fluctuation in price. Profit taking began shortly after the opening call and continued throughout the day. Selling was well absorbed. Most of the trading was done at the closing prices of yesterday. Had it not been for this liquidation by longs the market probably would have gone higher in sympathy with the major markets. Demand from the consuming trade has subsided somewhat after three days of unusual activity. On the close the market appeared to be in a more healthy condition than at any time since the publication of the Government cotton crop estimate.

Cotton seed market was advanced 50¢ per ton again today, with buyers predominating. Trading was dull and little or no seed was offered.

### JAVA COPRA MARKET.

Copra prices on the Batavia market during the first quarter of 1932 showed sharp declines from those of one and two years ago. During January the average price per 100 kilograms, exclusive of gunny bags, was \$3.54 in United States currency, compared with \$5.55 a year ago and \$8.48 two years ago; in February the average price was \$3.89 compared with \$5.28 and \$8.42 one and two years ago respectively; and in March the price was \$4.40 compared with \$5.35 and \$7.87 one and two years ago.

Depleted copra stocks in Europe and the resulting emergency of the Margarine Unit as a sizeable copra buyer are reported to have made the copra markets active during the first quarter of 1932. Local reports indicate also that huge stocks of whale oil in Europe have been reduced appreciably, making the edible oil buying interests more favorable to copra than they were in 1931.

### JUNE OIL EXPORTS INCREASE

June exports of vegetable oils showed considerable increases over those for May, both the cotton oil and coconut oil export being far in excess of that of the previous month, according to advance figures of the U. S. Bureau of Foreign and Domestic Commerce, as follows:

	Lbs.	Value
Refined cottonseed oil	2,194,367	\$07,581
Soy bean oil	168,127	6,265
Corn oil	127,720	5,961
Vegetable oil lard compounds	163,672	14,127
Coconut oil, crude	2,576,700	\$6,377
Cottonseed oil, crude	783,500	22,777

In addition to the above, there were shipped to the insular possessions during the month 35,843 lbs. of refined cottonseed oil, 18,725 lbs. of corn oil, and 265,757 lbs. of vegetable oil lard compounds.

### PHILIPPINE COPRA AND OIL.

Of the 9,371 kilos of copra exported from the Philippines in March and the 8,635 kilos in April, the United States took 4,515 kilos and 4,716 kilos respectively. March coconut oil exports totaled 12,841 kilos, of which the United States took 12,550; of the April exports of 8,687 the United States took 8,404 kilos.

August 13, 1932.

## Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were firm the latter part of the week with better hog markets and a fairly good cash trade. Profit-taking and selling by packinghouse interests checked lard upturns.

#### Cottonseed Oil.

Cotton oil was fairly active and firm. Crude was stronger. Southeast and Valley, 3½ lb. sales; Texas, 3¾ lb. sales and bid. July consumption was 250,000 barrels. Last year July consumption was 219,000 barrels. Visible supply is 1,843,000 barrels, the largest carryover on record, compared with 730,000 barrels last year. Season's oil consumption has been 2,920,000 barrels. Last season it was 3,368,000 barrels.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Aug., \$4.40@4.60; Sept., \$4.48@4.54; Oct., \$4.48@4.55; Nov., \$4.55@4.65; Dec., \$4.60@4.68; Jan., \$4.65@4.69; Feb., \$4.65@4.75; Mar., \$4.75@4.79.

Prime summer yellow unquoted.

#### Tallow.

Tallow, extra, 3½@3½ c f.o.b.

#### Stearine.

Stearine, 6½ c.

#### Friday's Lard Markets.

New York, Aug. 12, 1932.—Lard, prime western, \$5.80@5.90; middle western, \$5.65@5.75; city, 5%@5½ c; refined continent, 6½ c; South American, 6%; Brazil kegs, 7½ c; compound, 6%@7c.

#### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Aug. 12, 1932.—Provision market quiet. Hams in poor demand but fairly good trade in picnics and pure lard.

Friday's prices were as follows: Hams, American cut, 68s; hams, long cut, 78s; shoulders, square, none; picnics, 52s; short backs, none; bellies, clear, 44s; Canadian, 52s; Cumblands, none; spot lard, 48s 3d.

#### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Aug. 10, 1932.

The last sales of ground tankage were made at \$1.40 & 10c f.o.b. New York and sellers are offering at \$1.50 & 10c but this price seems hard to get.

A few lots of unground tankage were sold at \$1.30 & 10c and under. After the low prices that have prevailed for tankage it is hard to get the buyers to take on material at advanced prices.

Unground dried menhaden fish scrap is lower in price, sales having been made at \$1.50 & 10c f.o.b. fish factories Chesapeake Bay, which probably comes very near being the low record price for this product. Unground cracklings are higher and the demand has been quite good, although buyers are complaining that it is difficult to get more money for the ground meat scraps from the consuming trade.

### MEAT AND LARD STOCKS LOW.

More pork went into the freezer but less into cure during July, 1932, than in the same month a year ago according to the storage stocks report just issued by the Bureau of Agricultural Economics. Twenty-five million pounds less meat went into dry salt cure and 15,000,000 less into pickle in July than in the same month a year ago, but nearly 2,000,000 lbs. more went into the freezer.

While production was well above that

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of last summer stocks of frozen pork on hand on August 1 are over 20,000,000 lbs. less, dry salt stocks 57,000,000 lbs. less and pickle stocks are 8,000,000 lbs. more. Lard stocks are about the same as those of a year ago.

Stocks of beef on hand total only some 29,000,000 lbs. compared with 40,000,000 lbs. on August 1 last year.

This places the industry in an unusually strong position so far as its storage situation is concerned but reflects the hand-to-mouth position on which it has been necessary to maintain itself.

Stocks on hand August 1, with comparisons, are reported as follows:

	Aug. 1, 1932 Lbs.	July 1, 1932 Lbs.	5-Year Avg. 1 Av. Lbs.
Beef, frozen	14,918,000	17,356,000	27,915,000
In cure	7,083,000	8,822,000	8,215,000
Cured	4,641,000	5,224,000	7,818,000
Pork, frozen	159,108,000	194,071,000	202,000,000
D. S. in cure	50,373,000	46,853,000	70,747,000
D. S. cured	61,056,000	68,234,000	84,314,000
S. P. in cure	209,935,000	229,060,000	232,789,000
S. P. cured	162,741,000	182,148,000	183,210,000
Lamb and mutton,			
frozen	1,022,000	1,010,000	2,398,000
Misc. meats	51,654,000	54,745,000	74,158,000
Lard	121,672,00	130,363,000	163,473,000
Product placed in cure			
		July 1932	July 1931
Pork, frozen	41,855,000	40,003,000	
D. S. pork placed in cure	51,681,000	76,717,000	
S. P. pork placed in cure	150,545,000	171,863,000	

#### ◆ EGG SUPPLIES ARE LESS.

Stocks of eggs on hand at the end of July are reported to be 28 per cent less than those of a year ago and production during the coming year is not expected to exceed that of this year in spite of a 4 to 5 per cent increase in the number of laying hens, according to the U. S. Bureau of Agricultural Economics. The bureau says that the low retail price of poultry and eggs which has prevailed throughout the year has served to maintain but not to increase consumption. A larger poultry crop is in prospect for the coming fall and winter, in view of a 7½ per cent increase in the number of chickens being raised on farms as indicated by the midsummer poultry and egg outlook.

#### ◆ BRITISH PROVISION IMPORTS.

Liverpool provision imports during July, 1932, reported by Liverpool Provision Trade Association:

	July, 1932.
Bacon (including shoulders), cwts.	23,554
Hams, cwts.	48,023
Lard, tons	1,345

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
July, 1932	5,301	8,000	154
June, 1932	8,737	9,421	414
July, 1931	8,351	8,006	273

#### ◆ ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Aug. 10, 1932, show exports from that country were as follows: To the United Kingdom, 44,240 quarters; to the Continent, 6,198 quarters. Exports the previous week were: To England, 167,985 quarters; to Continent, 10,131 quarters.

#### ◆ LARD AND GREASE EXPORTS.

Exports of lard from New York City, Aug. 1, 1932, to Aug. 10, 1932, totaled 3,682,737 lbs.; tallow, 286,400 lbs.; greases, 40,000 lbs.; stearine, 61,600 lbs.

August 13, 1932.

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Aug. 11, 1932.

**CATTLE**—Compared with week ago: Medium weight and weighty steers, strong to 25c higher, inbetween grades showing most advance; light steers and long yearlings, 25@40c higher, all grades sharing upturn; light heifer and mixed yearlings, as much higher as light steers; practically all she stock 25c higher on slow market, scarcity providing the stimulating influence in she stock as well as steers. Receipts were the second smallest of the year. Fed steers and yearlings predominated in run. Supply of strictly good and choice steers was relatively large because of sharp abridgment in southwestern and native grassers; bulls, 10@15c higher; vealers, \$1.00 higher; extreme top fed steers, \$9.75, equal to seasons high mark; best yearlings, \$9.50; heifer yearlings, \$8.10, sprinkling, \$8.25@8.50; most grainfed steers, \$7.50@9.50; grassers and shortfeds, \$4.50@7.50.

**HOGS**—Compared with one week ago: Market 15@25c higher; pigs and light lights, 25@35c up. Reduced supply and improved local demand were factors in upturn from low point of last week. Week's top, \$5.05, paid late; late bulk 180 to 220 lbs., \$4.85@5.00; 230 to 260 lbs., \$4.55@4.90; 270 to 325 lbs., \$4.25@4.55; 340 to 400 lbs., \$3.85@4.10; 140 to 170 lbs., \$4.65@5.00; pigs, \$4.00@4.50; packing sows, \$6.40@8.85, smooth lightweights, \$3.90@4.25.

**SHEEP**—Compared with week ago: Killing classes unevenly steady to 25c lower, inbetween grade lambs showing decline. Market exhibited a two-way tendency on most sessions, choice lambs continuing scarce. Closing bulks follow: Good to choice range lambs averaging 77 to 89 lbs., \$5.50@6.00; good natives, \$5.50@5.75, few choice, \$6.00@6.25, latter price week's top; range throwouts, \$4.50@4.75, both to killers and country; native throwouts, \$3.50@4.00 for slaughter; best fed yearlings, \$4.75; fat ewes, \$1.50@2.25, few \$2.50.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Aug. 11, 1932.

**CATTLE**—Good to choice weighty fed steers were relatively scarce, and most of this class scaling 1,200 lbs. and above are strong to 25c higher for the week. Other native grainfeds and most western steers sold unevenly steady to 25c lower. Choice 1,435-lb. fed steers made \$9.10 for the top, while several loads of desirable heavy steers brought \$8.85

@9.00. Bulk of the fed offerings cleared from \$7.25@8.75, while shortfeds and straight grassers ranged from \$3.75@7.00. Light yearlings and fed heifers held about steady, while other she stock ruled steady to 25c higher. Bulls are unchanged, but vealers are steady to 50c higher, with selected lots up to \$6.00.

**HOGS**—A stronger undertone featured the hog trade most of the week, and final values are mostly 20@25c over a week ago. The late top reached \$4.65 on choice 180- to 220-lb. weights, the highest in more than two weeks. Shipping demand was moderate, but big packers have been rather aggressive buyers at all times. On the close, good to choice 160- to 250-lb. weights sold from \$4.45@4.60, while desirable 260- to 325-lb. butchers went from \$4.20@4.45. Packing sows advanced around 25c, with \$3.00@3.65 taking the bulk.

**SHEEP**—Trade in fat lambs was slow, and closing levels are around 25c under a week ago. Best natives and westerns scored \$5.25, while the bulk of the more desirable grades went from \$5.00@5.25. Yearlings ruled weak to 25c off, with a few fed lots at \$3.75. The bulk of the Texas offerings went from \$3.25@3.65. Aged sheep held steady, with best fat ewes at \$2.00, the bulk selling at \$1.50@1.75.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Aug. 11, 1932.

**CATTLE**—Slaughter steers and she stock gained some price ground early in the week, but later lost some of the early upturn, closing the week steady to 25c higher, heifers in instances showing slightly more advance. Bulks are weak to 25c lower, and vealers steady. Choice weighty steers, also yearlings, sold up to \$9.25, the week's top price. Choice heifers earned \$7.75.

**HOGS**—Except for a reaction on the close, hog prices during the past week generally turned upward, Thursday to Thursday comparisons showing uneven advance of 10@25c. The closing top was \$4.60, with the following bulks: 160 to 250 lbs., \$4.25@4.50; 250 to 350 lbs., \$3.75@4.25; 140 to 160 lbs., \$3.90@4.40; sows, \$3.25@3.85.

**SHEEP**—While receipt volume continued moderate, weakness in the dressed lamb situation tended to curtail packer demand, and prices on slaughter lambs show a break of 50c for the period. Yearlings and aged sheep ruled steady. Thursday's bulk sorted native and range lambs sold \$5.00@5.25; fed clipped lambs, mostly \$5.25, one deck \$5.50; range yearlings, mostly \$3.75@4.00; slaughter ewes, good and choice, \$1.25@2.00.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 11, 1932.

**CATTLE**—Changes in cattle prices were generally of a mild nature the current week. Compared with one week ago today: Native steers, mixed yearlings and heifers, steady; best western steers, steady, with others 15@25c lower; beef cows, 15@25c lower; cutters and low cutters, steady; bulls, 25@40c lower; vealers, 50c higher. Top steers, at \$9.00 averaged 1,436, 1,290 and 1,043 lbs., with bulk of natives \$6.75@8.50 and most good to choice kinds \$7.50@8.85. Top western steers brought \$6.35, with bulk \$4.25@5.50. Good and choice mixed yearlings and heifers sold mostly at \$6.75@7.75, with medium fleshed kinds \$5.25@6.25. Top mixed yearlings scored \$8.50, with straight heifers up to \$7.80. Best cows sold up to \$4.75, with bulk of beef kinds \$2.50@3.25; low cutters, \$1.00@1.50. Vealers closed at \$6.00; sausage bulls, \$3.00 down.

**HOGS**—Porker trade ruled 20@30 cents higher for the Thursday to Thursday period, the week's top being \$4.90, paid on Wednesday and Thursday. Bulk of hogs finished at \$4.50@4.85; sows, mainly \$3.25@3.75.

**SHEEP**—Fat lambs declined 25c to mostly 50c during the week, other classes holding steady. Lambs topped late at \$5.75, with bulk \$5.00@5.50; common throwouts, \$3.00.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Aug. 11, 1932.

**CATTLE**—Frequent changes in beef steers and yearling values netted slight strength as the week-end approached. Choice medium weight beevies scored \$9.25, and several loads turned at \$8.60@9.00, while grainfeds bulked at \$6.50@8.25. Yearling heifers strengthened, but other killers remained little changed. Choice fed heifers made \$7.50, beef cows bulked at \$2.25@3.25, and low cutters and cutters sold largely at \$1.35@2.00. Heavy medium bulls reached \$2.85, and best vealers brought \$6.00.

**HOGS**—Moderate receipts here and elsewhere resulted in a stronger trend to hog prices, and for the week most classes were rated 10@20c higher. Thursday's top reached \$4.60; bulk 170- to 250-lb. weights, \$4.35@4.50; 250 to 290 lbs., \$4.15@4.35; 290 to 350 lbs., \$3.85@4.15; 130 to 170 lbs., \$4.00@4.35; packing sows, \$3.25@3.85.

**SHEEP**—In line with the general downward revision to fat lamb prices elsewhere, the light supply locally met with price pressure, and for the week showed a 25c decline, while the meager quota of fat ewes registered a strong to 25c higher trend. Bulk of native and range slaughter lambs ranged \$5.25; week's top, \$5.25; medium grade, down to \$4.75; fat ewes, \$1.00@2.00.

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August 13, 1932.

## THE NATIONAL PROVISIONER

**ST. PAUL**  
(By U. S. Bureau of Agricultural Economics and  
Minnesota Department of Agriculture.)

So. St. Paul, Minn., Aug. 10, 1932.

**CATTLE**—Curtailed marketings of cattle made for a mostly 25c higher market on slaughter classes, strictly choice long yearlings reaching \$9.25, a new carlot peak. Bulk of all fed offerings sold at \$6.50@\$8.50; grassy steers, \$3.50@\$5.50; grass cows, \$2.50@\$3.50; heifers, \$3.00@\$4.50; fed yearlings, \$8.25; bulk all cutters, \$1.50@\$2.50; medium grade bulls, from \$3.00 down. Vealers averaged 50c@\$1.00 higher, centering at \$4.00@\$6.00.

**HOGS**—An unevenly steady to 10c, spots 20c, higher market on sows ruled in the hog house, better 160- to 240-lb. weights selling at \$4.50@\$4.70; heavier butchers, \$4.50 down to \$3.75; pigs and light lights, \$4.00@\$4.50; packing sows, \$3.50@\$3.70; rough kinds, to \$3.10.

**SHEEP**—Slaughter lambs are unevenly 25@50c lower, better natives closing today at \$5.50; bucks, \$4.50; ewes, from \$1.75 down; culs, to 50c.

**ST. JOSEPH**

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Aug. 11, 1932.

**CATTLE**—Very undependable outlet prevailed for other than grain fat cattle. Choice fed steers and yearlings are steady; all others weak to mostly 25c lower. Low grade grassy light yearlings and heifers at times about unsalable. Choice 1,180- and 1,250-lb. steers brought \$8.90 as top; 692-lb. mixed yearlings, \$8.50; 868-lb. heifers, \$7.50; bulk better grade fed steers and long yearlings, \$8.00@\$8.85; medium to good grades, \$6.75@\$7.75; most light yearlings, \$6.00@\$7.50. Western grass steers today found the first good outlet all week. Commonest on cutter order ranged down to \$3.25 and as low as \$3.10, while some fed Kansas grassers sold up to \$7.60 for the week; bulk straight grassers, \$3.75@\$5.35. Cows are 25@50c lower, with most loss on better grades, bulk beef cows now selling \$2.25@\$2.35; top, \$4.25; cutters and low cutters, \$1.25@\$2.00. Bulls are weak to 25c lower; bulk late, \$2.25@\$2.60. Vealers steady; top, \$5.00; calves steady to 25c down; bulk, \$3.50@\$5.50.

**HOGS**—Butcher hogs were 25@40c higher today than a week ago, heaviest kinds getting the biggest upturn. Top reached \$4.65 for the first time this month. Bulk good and choice hogs, 160 to 250 lbs., \$4.50@\$4.60; 260 to 325 lbs., \$4.10@\$4.40; light lights, \$4.00 to \$4.35. Bulk sows today brought \$3.25@\$3.60, or steady to 25c higher than a week ago, the advance on heaviest sows.

**SHEEP**—Although 25c lower for the week, the fat lamb top has not changed for four straight days, being \$5.25 on both range and native lambs which is as slow as the price has been this year. Bulk range and desirable natives brought \$5.00@\$5.25; medium quality natives, mostly \$4.25@\$4.75; best yearlings, \$4.00; top ewes, \$1.50.

**JULY BUFFALO LIVESTOCK.**  
Receipts and disposition of livestock, Buffalo, N. Y., for July, 1932, were:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	17,185	22,226	84,230	52,444
Shipments	7,787	17,128	17,575	33,213
Local slaughter	9,233	5,204	16,329	19,799

**CORN BELT DIRECT TRADING.**  
(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Aug. 11, 1932.

Moderate to light marketings at 21 concentration points and 7 packing plants in Iowa and Minnesota and an improved demand on recent sessions prompted a stronger tendency in the trade, and closing values are mostly 10@15c higher than a week ago, except heavy packing sows and weighty butchers which closed steady to 10c up. Late bulk good to choice 180 to 220 lbs., \$4.15@4.45; 230- to 260-lb. averages, mostly \$3.90@\$4.35; 270- to 300-lb. butchers, mainly \$3.65@\$4.10; long haul consignments, occasionally 5@10c above outside packing sows, \$3.00@\$3.50. Light weights were up to \$3.65 at few yards.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended Aug. 4:

Friday, Aug. 5.....	This week.	Last week.
Saturday, Aug. 6.....	18,200	17,500
Monday, Aug. 8.....	10,200	13,900
Tuesday, Aug. 9.....	28,300	28,800
Wednesday, Aug. 10.....	13,600	11,800
Thursday, Aug. 11.....	13,200	23,200
		26,400

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

**CANADIAN LIVESTOCK PRICES.**  
Leading Canadian centers top live-stock price summary, week ended Aug. 4, 1932, with comparisons:**BUTCHER STEERS.**

Up to 1,050 lbs.

	Week ended Aug. 4.	Prev. week.	Same week, 1931.
Toronto	\$ 6.75	\$ 6.50	\$ 6.50
Montreal	6.00	6.00	6.75
Winnipeg	5.25	5.50	6.25
Calgary	4.00	4.50	5.25
Edmonton	4.00	5.00	5.00
Prince Albert	4.00	5.00	5.00
Moose Jaw	4.00	5.00	5.00
Saskatoon	5.00	5.00	5.00

**VEAL CALVES.**

	Week ended Aug. 4.	Prev. week.	Week ended Aug. 6, 1932.
Toronto	\$ 6.75	\$ 8.50	108,000 421,000 336,000
Montreal	5.00	5.25	109,000 398,000 317,000
Winnipeg	4.00	4.00	212,000 392,000 372,000
Calgary	4.50	4.50	183,000 454,000 310,000
Edmonton	4.25	4.50	224,000 505,000 276,000
Prince Albert	3.00	3.00	201,000 487,000 267,000
Moose Jaw	3.50	3.50	
Saskatoon	3.50	4.00	
	3.50	4.50	

**SELECT BACON HOGS.**

	\$ 6.75	\$ 7.00	\$ 8.75	
Toronto	\$ 6.00	5.50	9.00	
Montreal	5.65	5.00	7.00	
Winnipeg	5.25	5.15	7.75	
Calgary	4.85	4.50	7.50	
Edmonton	4.50	4.35	7.35	
Prince Albert	4.95	4.85	7.25	
Moose Jaw	4.95	4.65	7.45	
Saskatoon	4.95	4.85	7.45	

**GOOD LAMBS.**

	\$ 7.00	\$ 7.00	\$ 9.25	
Toronto	5.50	6.50	6.50	
Montreal	5.25	5.75	6.50	
Winnipeg	4.85	4.50	6.00	
Calgary	4.50	4.50	6.00	
Edmonton	4.50	4.50	6.00	
Prince Albert	3.00	4.00	6.00	
Moose Jaw	4.50	4.75	6.00	
Saskatoon	4.50	4.50	5.50	

**SLAUGHTER REPORTS**

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended August 6, 1932, with comparisons:

	Week ended Aug. 6.	Prev. week.	Cor. week, 1931.
Chicago	21,384	25,735	28,984
Kansas City	34,394	24,816	14,066
Omaha	15,519	12,832	12,305
East St. Louis	11,128	13,867	14,244
St. Joseph	5,156	5,597	6,246
Sioux City	5,546	4,682	8,470
Wichita	2,408	1,963	1,803
Fort Worth	1,459	1,346	5,506
Philadelphia	1,069	1,235	1,648
Indianapolis	8,801	7,659	1,661
New York & Jersey City	3,332	3,082	9,485
Cincinnati	3,534	3,720	3,987
Denver	2,248	1,663	1,964
Total	115,388	111,473	121,200

	HOGS.		
Chicago	93,788	88,120	66,662
Kansas City	45,083	23,628	9,609
Omaha	52,721	41,163	41,697
East St. Louis	22,597	29,067	11,363
St. Joseph	15,177	15,997	9,167
Sioux City	20,744	10,107	25,315
Wichita	8,104	10,878	5,786
Fort Worth	13,247	12,452	1,679
Philadelphia	11,574	9,502	10,807
Indianapolis	7,682	7,521	2,129
New York & Jersey City	34,854	27,681	28,232
Oklahoma City	4,988	4,863	4,492
Cincinnati	5,816	6,716	2,569
Denver	6,528	7,821	5,302
Total	347,137	300,824	240,912

	SHEEP.		
Chicago	61,459	41,071	46,713
Kansas City	46,827	20,948	20,358
Omaha	27,507	20,996	41,134
East St. Louis	15,099	21,332	12,012
St. Joseph	17,426	13,967	21,345
Sioux City	6,837	7,616	15,252
Wichita	2,088	2,054	1,311
Fort Worth	8,008	7,004	6,060
Philadelphia	1,244	1,197	1,392
Indianapolis	7,181	6,738	7,305
New York & Jersey City	16,218	14,300	13,000
Oklahoma City	4,988	4,729	2,129
Cincinnati	5,816	6,716	2,569
Denver	3,337	4,211	5,395
Total	277,285	243,421	266,165

**RECEIPTS AT CHIEF CENTERS.**  
Combined receipts at principal markets, week ended Aug. 6, 1932:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Aug. 6	108,000	421,000	336,000
Previous week	109,000	398,000	317,000
1931	212,000	392,000	372,000
At 7 markets:			
Week ended Aug. 6	124,000	306,000	207,000
Previous week	128,000	298,000	176,000
1931	183,000	454,000	310,000
At 11 markets:			
Week ended Aug. 6	124,000	306,000	207,000
Previous week	128,000	298,000	176,000
1931	169,000	314,000	273,000
At 14 markets:			
Week ended Aug. 6	124,000	353,000	223,000
Previous week	128,000	382,000	212,000
1931	149,000	357,000	202,000

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Sioux City, Iowa



**KENNEDY MURRAY**  
LIVE STOCK BUYING ORGANIZATION

August 13, 1932.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, August 6, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,399	4,059	5,518
Swift & Co.	2,600	1,982	9,172
Wilson & Co.	2,700	3,981	4,746
Morris & Co.	1,694	600	5,356
Anglo-Amer. Pkg. Co.	662	...	...
G. H. Hammond Co.	1,115	1,157	...
Libby, McNeil & Libby	273	...	...
Shipper	9,144	16,887	9,476
Others	9,230	25,958	8,087
Brennan Pkg. Co., 5,156 hogs; Independent Pkg. Co., 805 hogs; Boyd, Lamham & Co., 862 hogs; Hygrade Food Products Corp., 3,332 hogs; Agar Pkg. Co., 4,759 hogs.			
Total: 20,817 cattle, 6,898 calves, 60,826 hogs, 42,335 sheep.			
Not including 511 cattle, 933 calves, 38,984 hogs and 28,600 sheep bought direct.			

## KANSAS CITY.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	2,226	3,705	4,579
Cudahy Pkg. Co.	2,572	2,838	4,839
Fowler Pkg. Co.	302	...	...
Morris & Co.	1,812	2,066	2,310
Swift & Co.	2,284	6,510	5,517
Wilson & Co.	2,261	3,244	2,935
Independent Pkg. Co.	327	...	...
Jas. Baum	405	...	84
Others	22,352	26,313	26,613
Total	34,394	45,033	46,827

## OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	3,902	15,124	5,966
Cudahy Pkg. Co.	4,286	12,205	7,183
Dold Pkg. Co.	847	5,248	...
Morris & Co.	1,713	2,939	711
Swift & Co.	4,389	11,812	6,937
Eagle Pkg. Co.	4	...	...
Others	10,332	...	...
Geo. Hoffman Pkg. Co., 115 cattle; Grt. Omaha Pkg. Co., 49 cattle; Mayerowich Pkg. Co., 10 cattle; Omaha Pkg. Co., 87 cattle; J. Roth & Sons, 94 cattle; So. Omaha Pkg. Co., 94 cattle; Lincoln Pkg. Co., 279 cattle; Nagle Pkg. Co., 125 cattle; Sinclair Pkg. Co., 380 cattle; Wilson & Co., 279 cattle.			
Total: 16,849 cattle, 66,660 hogs, 20,797 sheep.			

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,380	701	3,615	6,044
Swift & Co.	1,817	1,337	2,938	5,320
Morris & Co.	670	524	...	972
Hunter Pkg. Co.	948	1,132	1,274	...
American Pkg. Co.	91	162	1,148	186
Hill Pkg. Co.	...	2,120	...	...
Krey Pkg. Co.	...	2,126	...	...
Siehoff Pkg. Co.	...	1,122	...	...
Circle Pkg. Co.	510	...	...	...
Independent Pkg. Co.	675	115	104	...
Shipper	5,673	3,523	18,247	4,375
Others	2,451	257	6,042	1,303
Total	13,705	6,610	40,844	19,474
Not including 2,008 cattle, 2,410 calves, 23,942 hogs and 4,028 sheep bought direct.				

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,779	189	8,177	1,628
Armour and Co.	1,736	157	8,110	1,570
Swift & Co.	1,389	113	4,897	1,672
Shipper	1,400	...	5,971	...
Others	234	28	48	...
Total	6,538	437	27,198	4,870

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,874	653	8,210	11,387
Armour and Co.	1,840	641	6,887	6,039
Others	1,236	138	2,968	545
Total	4,950	1,432	18,063	17,971

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,030	2,717	4,492	5,474
Cudahy Pkg. Co.	411	861	...	...
Swift & Co.	3,165	4,206	6,775	7,241
United Pkg. Co.	939	195	...	92
Others	1,168	64	6,232	2,000
Total	7,716	7,943	17,499	14,800

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,050	526	3,210	6,377
Wilson & Co.	923	583	2,200	7,558
Others	114	51	363	...
Total	2,067	1,160	5,782	13,935
Not including 85 cattle bought direct.				

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	485	115	2,068	7,760
Armour and Co.	586	39	1,986	9,578
Others	1,390	250	2,128	10,274
Total	3,170	404	6,182	27,612

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,150	421	3,138	2,055
Dold Pkg. Co.	487	28	2,162	51
Wichita D. B. Co.	27	...	...	...
Dunn Osterfag	74	...	...	...
Keefe-Le Stourgeon	9	...	...	...
Fred W. Dold	101	...	287	2
Total	1,930	449	5,617	2,068
Not including 2,487 hogs bought direct.				

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,134	463	6,036	1,010
Armour and Co.	795	122	1,473	39
Hilgemeyer Bros.	5	...	800	...
Brown Bros.	105	37	168	15
Stumpf Bros.	...	...	104	...
Schussler Pkg. Co.	...	...	228	...
Indiana Prov. Co.	21	8	162	...
Riverview Pkg. Co.	15	...	65	...
Meier Pkg. Co.	125	9	356	...
Maass Hartman Co.	40	7	...	8
Hooser Abt. Co.	61	18	...	38
Shipper	13	...	...	...
Others	1,167	1,085	17,594	5,460
Total	4,263	2,211	26,935	8,026

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Galls & Sons	...	...	575	...
Ideal Pkg. Co.	14	...	565	...
E. Kahn's Sons Co.	1,143	258	4,868	4,230
Kroger G. & B. Co.	119	151	1,834	...
J. Lohrey Pkg. Co.	4	...	219	...
H. H. Meyer Pkg. Co.	18	...	2,565	...
A. Sander Pkg. Co.	9	...	226	...
J. Schlaeter's Sons	108	175	...	174
J. & F. Schroth Pkg.	14	...	2,603	...
John F. Stegner	292	218	...	52
Shipper	82	432	1,766	12,883
Others	1,048	475	291	468
Total	2,851	1,709	14,837	18,382

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,608	35	8,147	5,247
U. D. B. Co. N. Y.	3	...	53	54
R. Gums & Co.	63	7	...	54
Armour and Co. M. H.	623	1,562	...	...
N.Y.B.D.M.C. N. Y.	58	...	...	...
Shipper	178	26	49	33
Others	347	470	105	296
Total	2,912	5,212	5,454	1,512

## RECAPITULATION.

	Cor.	Week ended, Aug. 6.	Prev. week.
Chicago	29,817	23,735	41,356
Kansas City	34,394	24,816	14,666
Omaha	16,849	15,280	22,214
East St. Louis	15,765	14,727	14,727
St. Joseph	4,960	5,476	7,353
Sioux City	2,667	2,084	2,527
Oklahoma City	5,782	4,863	2,981
Wichita	5,617	7,184	2,955
Denver	6,182	6,815	4,653
St. Paul	17,469	22,665	32,354
Milwaukee	5,454	5,729	5,467
Indianapolis	26,935	29,070	17,552
Cincinnati	14,937	16,472	9,700
Total	322,834	330,174	317,801

## SHEEP.

	42,335	60,493	\$8,000
Kansas City	46,827	20,948	20,358
Omaha	20,797	24,948	42,814
East St. Louis	19,474	25,844	14,445
St. Joseph	17,971	14,580	27,028
Sioux City	...	8,301	14,557
Oklahoma City	13,935	4,700	2,129
Wichita	2,068	2,068	1,311
Denver	27,122	37,166	8,366
St. Paul	14,809	5,043	19,939
Milwaukee	1,512	2,309	2,986
Indianapolis	8,026	19,070	7,611
Cincinnati	18,382	24,114	13,065
Total	233,738	252,588	213,375

## Watch the Wanted page for bargains.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 1.	11,444	1,803	23,976	15,321
Tues., Aug. 2.	4,910	1,824	14,981	18,756
Wed., Aug. 3.	6,137	1,830	17,250	18,726
Thurs., Aug. 4.	5,014	2,115	18,346	18,746
Fri., Aug. 5.	5,909	1,809	18,346	18,746
Sat., July 6.	200	100		



## FEWER CATTLE ON FEED.

There were about 5 per cent fewer cattle on feed for market in the Corn Belt states on August 1 this year than on August 1, 1931, according to the estimate of the Department of Agriculture. The Corn Belt states east of the Mississippi, as a group, had 14 per cent more cattle on feed this year than last, but the states west of the Mississippi, as a group, had 12 per cent fewer cattle on feed than last year, with most of the reduction in the area west of the Missouri River.

Reports from a large number of feeders as to the weights of cattle on feed this year when compared with similar reports received last year show that the proportion of light weight cattle—under 900 pounds—is much larger this year than last. Offsetting this larger proportion of light weights is a considerably smaller proportion of cattle weighing 900 to 1,100 pounds and of cattle weighing over 1,300 pounds, with little change in the proportion of cattle from 1,100 to 1,300 pounds. While records as to the weights of stocker and feeder cattle shipped into the Corn Belt during the 9 months period ending July 1, 1932, showed a large proportion of calves, the above reports as to weights of cattle on feed seem to indicate that a relatively large number of locally raised calves have gone into feed lots in the past 6 months.

Total shipments of stocker and feeder cattle, inspected through markets into the Corn Belt states, during the 6 months, January 1 to July 1 this year, were only 71 per cent as large as in the same period in 1931 and were the smallest for the period in at least 13 years. For the 12 months period July 1, 1931, to July 1, 1932, the shipments were 9 per cent smaller than for the preceding 12 months period.

Reports from a large number of cattle feeders giving the number of feeder cattle they expected to buy during the 5 months, August to December inclusive, this year and the number they bought in the corresponding period last year, indicate a considerable increase in such purchases this year if these intentions are carried out. While the largest increases are shown in the western part of the Corn Belt where the short corn crop of 1931 greatly reduced cattle feeding, an increased movement into nearly every state is indicated. These reports, in many cases, however, were conditional upon ability to make the necessary financial arrangements and upon the prices of feeder cattle.

Cattle on feed in Ohio totaled 125 per cent of the number on August 1 last year; Indiana 112 per cent; Illinois 118 per cent; Michigan 103 per cent; Wisconsin 80 per cent; Minnesota 90 per cent; Iowa 95 per cent; Missouri 100 per cent; South Dakota 40 per cent; Nebraska 78 per cent and Kansas 93 per cent.

## JUNE CANADIAN SLAUGHTERS.

Canadian inspected slaughters of livestock during June, 1932, with comparisons, are reported as follows by the Canadian Department of Agriculture:

	June, 1932.	June, 1931.	ended June, 1932.	6 Mos. ended June, 1932.
Cattle	41,818	47,673	261,235	
Calves	43,171	44,261	224,260	
Hogs	247,722	163,061	1,468,263	
Sheep	50,198	55,880	223,365	
Total				319,670

## JULY FEDERAL SLAUGHTERS.

Hogs slaughtered under federal inspection in July continued to show an increase over the slaughter of the same month a year ago. Cattle, calf and sheep slaughter all showed a decline. Slaughters for the month, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Sheep & lambs.	Swine.
Baltimore	6,977	1,410	5,490	38,638
Buffalo	6,159	2,320	7,700	46,901
Chicago	107,036	25,401	200,181	420,030
Cincinnati	12,716	4,857	33,772	57,882
Cleveland	3,040	4,016	(2)	27,739
Denver	5,520	1,161	(2)	27,129
Des Moines	6,262	5,912	7,351	61,632
Fort Worth	17,622	12,548	87,193	178,238
Kansas City	55,742	18,019	95,702	196,104
Los Angeles	9,069	2,336	23,294	20,134
Milwaukee	14,705	27,809	7,202	60,755
National Stock Yards				
New York	37,304	20,596	81,370	173,020
Omaha	27,422	49,597	250,000	(2)
Philadelphia	61,577	3,014	129,147	170,984
St. Louis (3)	5,185	7,700	21,509	48,167
Sioux City	20,305	1,675	45,975	70,950
St. Paul	20,475	4,907	(2)	66,141
So. St. Paul	38,534	43,948	37,849	101,948
Wichita	6,704	1,481	5,704	42,103
All other stations	147,323	84,300	346,302	1,144,078
Total				
July, 1932	613,586	324,415	1,383,840	2,801,653
July, 1931	706,181	356,207	1,490,673	2,766,639
7 mos. ended				
July '32	4,386,141	2,673,046	10,398,419	27,056,728
7 mos. ended				
July '31	4,612,076	2,816,248	9,116,186	25,941,273
New York,				
Brooklyn,				
Jersey City,				
Newark (1)	35,257	56,533	307,653	137,315
Horses slaughtered under federal inspection in July totaled 7,029 head compared with 9,890 head a year ago. For the seven months ended with July horse slaughter totaled 36,066 compared with 56,438 head in the first seven months of 1931.				

- (1) The slaughter figures in this group of cities are included in the figures above for "New York" and "All other stations" and are combined here to show total in the Greater New York District.
- (2) Included in "All other stations".
- (3) Included in National Stock Yards, Illinois.

## JULY HOG WEIGHTS.

Sioux City reports the heaviest hogs during July, the average weight being 273 lbs., with Omaha second with an average of 270 lbs. Hogs were lightest at St. Louis, averaging 211 lbs. The average weights for the month at the thirteen principal markets, with comparisons, are reported by the Chicago Drovers Journal as follows:

	July, 1932.	June, 1932.	July, 1931.	July, 1930.	July, 1929.
Chicago	258	244	254	254	258
Kansas City	231	226	228	233	233
Omaha	270	243	254	261	262
St. Louis	211	200	207	207	205
St. Joseph	231	220	232	230	230
Sioux City	235	232	277	277	244
St. Paul	239	224	250	251	233
Milwaukee	247	212	254	246	245
Wichita	219	216	219	223	223
Fort Worth	234	223	237	217	205
Cincinnati	213	211	208	207	200
Denver	229	218	218	223	235
Oklahoma	213	215	197	208	198

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Aug. 5, 1932, as reported to THE NATIONAL PROVISIONER:

	Week ended Aug. 5.	Cor. week.
Chicago	98,276	97,819
Kansas City, Kan.	50,536	47,573
St. Louis & East St. Louis	38,622	38,417
Sioux City	20,467	19,486
St. Paul	18,690	21,239
St. Joseph	15,499	15,732
New York & J. C.	31,494	29,002
Total	319,670	305,322
		258,342

## LIVESTOCK PRICES COMPARED.

Livestock prices at Chicago during July, 1932, compared with those of the previous month and of July, 1931, are reported as follows by the U. S. Bureau of Agricultural Economics:

	July, 1932.	1931.	July, 1931.
SLAUGHTER CATTLE AND VEALERS.			
Steers, 900-1,100 lbs.:			
Choice .....	\$ 9.00	\$ 7.71	\$ 8.50
Good .....	8.12	7.06	7.80
Medium .....	6.98	6.22	6.80
Common .....	5.20	5.10	5.81
Steers, 1,100-1,300 lbs.:			
Choice .....	9.05	7.70	8.15
Good .....	8.16	7.08	7.80
Steers, 1,300-1,500 lbs.:			
Choice .....	9.08	7.72	7.94
Good .....	8.23	7.12	7.11
Heifers, 550-850 lbs.:			
Choice .....	7.71	6.51	8.28
Good .....	6.97	5.96	7.46
Medium .....	6.01	5.81	6.22
Cows:			
Choice .....	5.08	4.59	5.46
Good .....	4.09	3.75	4.82
Com. and med. ....	3.13	2.95	3.73
Vealers (Milk-fed):			
Good and choice.....	6.10	6.06	7.81
Medium .....	5.14	5.80	6.40
HOGS.			
Light weight:			
180-180 lbs. good and ch. ....	4.96	3.86	7.33
180-200 lbs. good and ch. ....	5.07	3.96	7.33
Medium weight:			
200-220 lbs. good and ch. ....	5.08	3.96	7.61
220-250 lbs. good and ch. ....	5.02	3.90	7.35
Heavy weight:			
250-290 lbs. good and ch. ....	4.88	3.70	6.81
290-350 lbs. good and ch. ....	4.67	3.66	6.08
Packing hams (275-500 lbs.):			
Medium and good .....	3.94	3.14	4.80
Packer & shipper purchases:			
Average weight, lbs. ....	260	245	220
Average cost .....	\$ 4.58	\$ 3.02	\$ 3.33

## SLAUGHTER SHEEP AND LAMBS.

	Sheep:	Lambs:
90 lbs. down, gd. and ch. ....	6.27	6.44
90 lbs. down, medium....	5.34	5.38
Ewes:		
90-120 lbs., med.-ch. ....	2.07	2.00
120-150 lbs., med.-ch. ....	1.59	1.50

## SOUTH AFRICAN BEEF TO ITALY.

A South African meat packer located at Durban is reported to have secured a contract to supply the Italian army with a portion of its meat requirements. The contract is said to be worth about 250,000 pounds sterling. It provides for 10,000 long tons of meat and represents the consumption of approximately 50,000 head of cattle.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended August 6, 1932, were 3,298,000 lbs.; previous week, 2,701,000 lbs.; same week last year, 4,191,000 lbs.; from January 1 to August 6 this year, 108,077,000 lbs.; same period a year ago, 128,770,000 lbs.

Shipments of hides from Chicago for the week ended August 6, 1932, were 4,653,000 lbs.; previous week, 3,934,000 lbs.; same week last year, 3,630,000 lbs.; from January 1 to August 6 this year, 144,471,000 lbs.; same period a year ago, 112,335,000 lbs.

## WEEKLY HIDE IMPORTS.

	Imports of cattle hides at leading U. S. ports week ended Aug. 6, 1932.	Week ending	New York.	Boston.	Phil.
Aug. 6, 1932.	8,229	.....	8,839	.....	.....
July 30, 1932.	8,802	.....	.....	.....	.....
July 23, 1932.	7,354	.....	1,136	.....	.....
July 10, 1932.	8,560	.....	.....	.....	11
	325,237	44,234	173,472	.....	.....
Aug. 8, 1931.	9,560	.....	15,000	.....	.....
July 25, 1931.	5,628	1,486	15,000	.....	.....
	502,046	49,460	220,000	.....	.....

# Hide and Skin Markets

Chicago.

**PACKER HIDES**—The market advanced a half-cent this week on all descriptions, with a fairly active trade, a total of around 65,000 hides moving so far this week and about 6,800 more at the close of last week. In addition to this, about 17,000 hides were reported sold by outside packers at the advanced prices.

While the outlet appeared rather narrow, with most of the hides moving through three sole leather channels, as the week closes, bids by Exchange interests are reported at a further quarter-cent advance for light native cows and extreme native steers, while one sale of native steers was made at a further half-cent advance, to a tanner. Orders are in the market for more hides of other descriptions at last trading prices but offerings are very light, and killers seem inclined to ask higher prices for next week's offerings.

An outside packer obtained 6c for 3,000 July native steers going to Exchange interests at close of last week; 1,800 May to July sold early at 6c in this market, while last sale was 1,700 at 6½c, reported tanner business, with 6c generally bid. About 4,600 May to July extreme native steers sold late last week at 5½c, and 10,000 July-August this week at 6c; bids of 6½c reported later.

Butt branded steers quotable at 6c, nom. About 3,500 Colorados moved at 5½c. Total of 11,400 June to August heavy Texas steers sold at 6c. Light Texas steers quotable at 5¼c, nom., and extreme light Texas steers at 5½c.

One lot of 6,000 heavy native cows moved at 5c for Mays and 5½c for June forward. One packer sold 2,200 Milwaukee light native cows at end of last week at 5½c; an outside packer sold couple cars Julys early at 6c; mid-week, 12,000 July-August light cows sold to tanners at 6c, and later bids of 6½c reported from Exchange interests. Total of 10,000 branded cows moved at 5½c.

Total of 6,700 June to early August native bulls sold at close of last week at 4c, and 600 Julys sold this week at 4c. Branded bulls 3½c, nom.

Outside packer also sold 12,000 May to July at full big packer prices.

**SMALL PACKER HIDES**—The small packer market is quoted on good local trimmed hides around 5½c for native all-weights and 5c for branded, nominally, at present. A local killer moved July native hides at close of last week at 5½c for under 45-lb., and 5c for 45-lb. and over; the branded had moved earlier at 4¾c; however, the big packer market has advanced a half-cent since that time. Outside small packer hides quoted 4½@5c for natives.

Local small packer association sold a car August light native cows at 6c and three cars August branded cows at 5½c.

There was trading in the Pacific Coast market early in the week at 4c flat for May-June-July steers and cows, and later sales of Julys at 4c for steers and 4½c for cows.

**FOREIGN WET SALTED HIDES**—South American market sharply higher, with early sale of 8,000 LaPlatas at \$19.50 gold, equal to 6c, c.i.f. New York, as against \$17.37½ or 5¾c last week.

Later, 4,000 LaBlancas were reported also 4,000 Anglos and 4,000 LaPlatas to this country, and 2,500 Rosarios to Germany, all at \$20.00, or 6½@6½c.

**COUNTRY HIDES**—There has not been sufficient trading in the country market to definitely establish prices. Sellers generally asking stronger figures but the quality of hides available, dating late winter and early spring, are not especially attractive to buyers, in view of the slowness of upper and patent leather. All-weight natives quoted around 3½@3¾c; heavy steers and cows last sold at 3¾c, but 3½@3¾c asked. Buff weights quoted around 4@4½c. A car special selection extremes was reported at 5c, with market quoted 4½@5c. Bulls around 2½@2¾c, nom.; all-weight branded about 3c, flat, less Chicago freight.

**CALFSKINS**—As previously mentioned, one packer sold July calfskins last week at a variety of prices, ranging from 7c for River points up to 8½@8¾c for special points which usually command a good premium. Following this, another packer sold 4,000 July St. Paul calfskins at close of last week at 8c, steady. One packer asking 8c for regular points.

Chicago city calfskins last sold at 5c for 8/10-lb. and 6½c for 10/15-lb.; now asking 5½c for the lights and 6½c reported declined for the heavies. Outside cities 8/15-lb., quoted around 5½c; mixed cities and countries 4¾@5c; straight countries 4½@4½c.

**KIPSKINS**—Last trading in packer July native kipskins was at 7½c for straight northerns, with an earlier sale at 7c for northerns; 6½c for southerns.

Chicago city kipskins last sold at 5½c but quoted 6@6½c in a nominal way. Outside cities around 5½c; mixed cities and countries 4¾@5c; straight countries, 4¾@4½c.

**HORSEHIDES**—Trading continues rather light in horsehides, with good city renderers quoted \$1.70@2.00; mixed city and country lots around \$1.50@1.65.

**SHEEPSKINS**—Dry pelts firmer and quoted around 5c for actual business on full wools; short wools not wanted. Shearlings appear firm and packers have no difficulty in disposing of their limited production at steady prices. A car sold this week at 17½c for No. 1's and 12½c for No 2's, steady with last sale in that direction; several buyers in the market at present and offerings held at 20c and 15c at present. Pickled skins about unchanged and asking \$2.50 per doz. for blind ribby lambs and \$1.50 per doz. for ribby lambs; only trading reported some small sample lots. Quoted on straight weight basis in another direction at \$1.50, recently reported paid, and \$1.60@1.80 asked. Spring lamb pelts around 10@12½c. Outside packer woolled pelts around 35@40c.

## New York.

**PACKER HIDES**—Market quiet, being sold up earlier to end of July on steers; a car July all-weight cows recently sold at 5c. However, market stronger and quotable nominally 6@6½c for native steers, 6c for butt brands, and 5½c for Colorados, with sellers' ideas higher.

**CALFSKINS**—Calfskin market stronger but no trading reported to

establish prices. Last trading on 5-7's was at 50@60c, 7-9's at 70@80c, and 9-12's at \$1.10. However, sellers' ideas are considerably higher at present but stocks are fairly well cleaned up.

## N. Y. HIDE EXCHANGE FUTURES.

Monday, August 8, 1932—Old Contracts—Close: Sept. 5.55@5.65; Dec. 6.55@6.65; Mar. 7.25@7.30. Sales 82 lots.

New—Close: Sept. 4.90n; Dec. 6.50n; Mar. 7.35@7.45; June 7.95b. Sales 33 lots.

Tuesday, August 9, 1932—Old Contracts—Close: Sept. 5.35@5.45; Dec. 6.40 sale; Mar. 7.00n. Sales 24 lots.

New—Close: Sept. 4.75n; Dec. 6.35n; Mar. 7.30 sale; June 7.85b. Sales 8 lots.

Wednesday, August 10, 1932—Old Contracts—Close: Sept. 5.45@5.55; Dec. 6.45 sale; Mar. 7.05n. Sales 44 lots.

New—Close: Sept. 4.75n; Dec. 6.40n; Mar. 7.30@7.40; June 7.85b. Sales 11 lots.

Thursday, August 11, 1932—Old Contracts—Close: Sept. 5.70 sale; Dec. 6.75 sale; Mar. 7.20@7.35. Sales 67 lots.

New—Close: Sept. 4.85@5.00; Dec. 6.65n; Mar. 7.65@7.70; June 8.20b. Sales 38 lots.

Friday, August 12, 1932—Old Contracts—Close: Sept. 5.50@5.55; Dec. 6.50@6.60; Mar. 7.25n. Sales 20 lots.

New Contracts—Close: Sept. 5.00 sale; Dec. 6.40n; Mar. 7.55@7.60; June 8.10b. Sales 14 lots.

The Hide Exchange will be closed Saturdays, during July and August.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Aug. 12, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Aug. 12.	Prev. week.	Cor. week, 1931.
Spr. nat. stra. ....	6 @ 6½n	6 @ 6½n	@ 13
Hvy. nat. stra. ....	6 @ 6½	5 @ 5½	11 @ 12
Hvy. Tex. stra. ....	6 @ 6	5 @ 5½	11 @ 12
Hvy. butt brnd'd stra. ....	6 @ 6n	5 @ 5½	11 @ 12
Hvy. Col. stra. ....	6 @ 5½	5 @ 5	@ 11½
Ex-light Tex. stra. ....	5 @ 5½	5 @ 5	@ 10½
Brnd'd. cows. ....	6 @ 5½	5 @ 5	@ 10½
Hvy. nat. cows. ....	6 @ 5½	5 @ 5	@ 11½
Lt. nat. cows. ....	6 @ 6½b	5 @ 5½	11 @ 12
Nat. bulls. ....	6 @ 4	5 @ 4½n	7
Brnd'd. bulls. ....	6 @ 3½n	5 @ 3½n	6 @ 6
Calfskins. ....	7½ @ 8%	7½ @ 8½	7½ @ 8½
Kips, nat. ....	7½ @ 7½	7½ @ 7½	13½
Kips, ov-wt. ....	7½	7½	@ 12½
Kips, brnd'd. ....	6 @ 6½x	6 @ 6½x	10 @ 10½
Slunks, reg. ....	40	40	70 @ 80
Slunks, hrs. ....	25 @ 30	25 @ 30	25 @ 30
Light native, butt brnd'd. and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts.	5 @ 5½n	5n	@ 11n
Brnd'd. ....	6 @ 5n	6 @ 4½n	@ 10½n
Nat. bulls. ....	6 @ 4n	6 @ 3½n	7
Brnd'd. bulls. ....	6 @ 3½n	5 @ 3½	6
Calfskins. ....	6 @ 6n	5½ @ 6n	12 @ 12½n
Kips. ....	6 @ 6½n	6 @ 6½n	@ 11n
Slunks, reg. ....	35 @ 35n	30 @ 35n	70
Slunks, hrs. ....	20 @ 20	20 @ 20	25

COUNTRY HIDES.			
Hvy. steers. ....	3½ @ 3½	3 @ 3½n	6½n
Hvy. cows. ....	3½ @ 3½	3 @ 3½n	6½n
Buffs. ....	4 @ 4½	3½ @ 3½	6
Extremes. ....	4½ @ 5	4½ @ 4½	9
Bulls. ....	2½ @ 2½	2½ @ 2½	4½ @ 4½
Calfskins. ....	4½ @ 4½	4 @ 4½n	9 @ 9½
Kips. ....	4½ @ 4½	4 @ 4½n	9 @ 9½
Light calf. ....	15 @ 20n	15 @ 20n	30 @ 40
Deer skins. ....	10 @ 20n	15 @ 20n	30 @ 40
Slunks, reg. ....	10n	10n	25 @ 35
Slunks, hrs. ....	5 @ 5n	5 @ 5n	10n
Horeskins. ....	1.50 @ 2.00	1.50 @ 2.00	2.00 @ 3.00

SHEEPSKINS.			
Pkr. lambs. ....	.....	.....	.....
Sml. pkr. lambs. ....	35	40	40
Pkr. shearlings. ....	17½ @ 20	17½ @ 20	70
Dry pelts. ....	5 @ 5n	4 @ 4½	11

# Chicago Section

Harry P. Doyle, Kingan & Co., Indianapolis, Ind., transacted business in the city this week.

T. F. Driscoll, advertising manager, Armour and Company, has been away from his desk on a vacation.

Clark Johnson, in charge of the provision department, Cudahy Packing Co., is out of the city this week on a vacation.

John J. Dupps, jr., vice president of the Cincinnati Butchers Supply Corp., was a business visitor in Chicago several days this week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 15,289 cattle, 3,690 calves, 24,601 hogs, 27,340 sheep.

Sigfried Eichelbaum, representative of S. Oppenheimer & Co. in Wellington, New Zealand, is in this country on business, having spent the past week in Chicago.

Milford H. Cain, president of M. H. Cain & Co., dealers in spices and specialties for sausage manufacturers, has left for a brief vacation in northern Wisconsin.

John Teel, formerly assistant general car route superintendent with Armour and Company, has been named Texas district manager for the company. His headquarters will be in Fort Worth.

Armour and Company plant executives at Chicago held their annual golf tournament at the Cherry Hills Country Club recently. Nat Mercer took the low net with a 71. Jack Derenne had low gross with an 81.

Provision shipments from Chicago for the week ended Aug. 6, 1932, with comparisons, were as follows:

	Week Aug. 6.	Previous week.	Same week, '31.
Cured meats, lbs.	16,359,000	16,232,000	13,426,000
Fresh meats, lbs.	32,658,000	29,473,000	41,168,000
Lard, lbs.	3,852,000	5,591,000	4,212,000

## PACKER PLANS TO FEED STOCK.

Provision is being made by the Milan Packing Co., Milan, Ill., for the storage and preparation of grain and other feeds for livestock, about five carloads of which are slaughtered at the company's plant weekly. With the taking over of the company by James Dugan of Rock Island, construction has been started on a large granary and corn crib, to be used for the storage of corn and small grain for the feeding of livestock in the company yards.

## EXHIBIT OF PORK PRODUCTS.

An exhibit of packaged pork products will be sponsored by the Institute of American Meat Packers at the National Swine Show, which is to be held in Springfield, Ill., August 20 to 27, in conjunction with the Illinois State Fair, according to President Wm. Whitfield Woods, in a recent bulletin to member companies inviting them to participate in exhibiting their products. The National Live Stock and Meat Board also is participating in the exhibit, which will feature pork.

A similar exhibit was held at the National Swine Show a year ago. It is estimated that approximately 300,000 people attended the Show at that time. The Institute bulletin, inviting the participation of members in the exhibit, states that it has been suggested that the following products be included in the exhibit:

In wrappings, casings or cloth containers—Bacon, back; bacon, slab of, smoked; bacon, sliced, in Cellophane wrappers; bacon squares; baked ham, slices, in Cellophane wrappers; briskets, smoked; butts, smoked; ham, smoked; lachschinken; Dewey ham; roast pork; head cheese; Canadian bacon; New England style ham, luncheon delicacy,

## WINNING TWINS.

Lenore and Laverne O'Reilly, 12-year-old twin daughters of Jim O'Reilly, head of the beef cuts department of Armour and Company at Chicago, were recently declared the most attractive twins entered in a contest staged at a South Side theater. The award was a week's trip to Washington, D. C., with all expenses paid. (Photo Armour Oval.)



WIN TRIP TO WASHINGTON.

berliner or similar products in which pork is the predominating ingredient.

In glass jars—Pigs' feet, pigs' snouts, pork hearts, pork hocks, pork tongues, tidbits.

In cans—Deviled ham, ham, ham loaf, pork hearts, pork hocks and sauerkraut, luncheon loaf, luncheon roll, sliced ham, spiced ham, spiced loin and pork cutlets, spiced luncheon meat, spiced luncheon roll, spiced pork roll, pork sausage meat, pork tongues, spare ribs and sauerkraut, potted ham.

In cartons—Lard, pork sausage.

In pails or other containers—Lard, pork tenderloin, chitterlings.

Attention is directed in the bulletin to the fact that pork products only are to be exhibited and that only one sample of each of the items listed can be exhibited from each company. All products, it is stated, will be arranged in the display in alphabetical order insofar as it is possible. Unless other instructions are given, the products which are exhibited will be turned over to the National Swine Growers Association at the conclusion of the fair and the swine show.

The display is being given primarily so that people who attend the state fair and the swine show, many of them hog producers, can see the wide variety of pork products available to consumers and the attractive manner in which these products are prepared for sale by the packers.

Products should be shipped, charges prepaid, to arrive at Springfield not later than Friday, August 19. Shipments should be addressed to the Institute of American Meat Packers' meat exhibit, Grandstand, Illinois State Fair Grounds, Springfield, Ill. Arrangements have been made for product to be put under refrigeration, if needed, as soon as it arrives in Springfield.

## EASTERN MEAT EDUCATION.

Having just completed a successful special campaign boosting meat in a number of representative West Virginia cities, the National Live Stock and Meat Board is now turning its attention to a similar movement to be carried on through the state of Massachusetts beginning August 29.

The state university at Morgantown took the lead in the West Virginia campaign and in Massachusetts the state college at Amherst will be the sponsor. The active interest of colleges in furthering educational work on meat, as exemplified by these two campaigns, is a strong factor in the success of the national effort, the board points out. Work of this sort is but one of the many activities of the organization in



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Tallow, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City

the interests of the live-stock and meat industry.

Seven cities were on the itinerary in West Virginia. In each of these cities new interest in modern meat merchandising methods was stimulated throughout the retail meat trade. In spite of extremely hot weather retailers turned out in fine shape for the demonstrations of modern cutting methods.

The demonstration program presented modern pork cutting methods as the special feature, these methods being the most recent developed by the board. In addition to the pork demonstration and meat lecture, demonstrations setting forth modern merchandising methods for beef and lamb were given.

The West Virginia demonstrations were augmented by radio broadcasting on meat and meat literature which was given wide distribution. Local newspapers gave liberal space to reporting the activities.

The Massachusetts campaign will be even more extensive than that in West Virginia. Fourteen cities are on the tentative itinerary and, in addition to the demonstration work, a comprehensive meat exhibit will be installed at the Eastern States Exposition to be held at Springfield, September 18 to 24.

**ILLINOIS PACKERS RETIRE.**

Completing a third of a century in the meat packing business in Danville, Ill., Campbell Bros. Company has been sold to C. M. Baum of Indianola. Mr. Baum is forming a new company to operate the plant and application for a state charter has been made. Both the plant and the business have been sold by the Campbell brothers, J. B. and B. F. Campbell, who started in a small way in 1900. J. B. Campbell was associated formerly with Morris & Co., starting with them during the Chicago World's Fair. Later, with his brother, he established Campbell Bros. Company. The Campbells, it is reported, will retain their interests in the local stock yards.

**MEAT INSPECTION CHANGES.**

Changes in the federal meat inspection service are reported officially as follows:

Inspection granted.—H. Trenkle Co., 1225-1227 Central ave., Dubuque, Ia.; Essem Packing Co., Inc., 101 Beacon st., Lawrence, Mass.; Withington & Co., Inc., 669 Elmwood ave., Providence, R. I.

Meat inspection withdrawn.—The Great Atlantic & Pacific Tea Co., One Hundred Forty-first st. and Southern ave., New York City.

Change in name.—Castelberry's Food Co., Inc., Augusta, Ga., instead of Castelberry's Products Co.; The Crosse & Blackwell Co., Baltimore, Md., instead of Crosse & Blackwell, Inc.

**OIL AND FAT PRICES.**

Increased production of oils and fats in the more important countries of the world has resulted in lower prices for nearly all oils and oil products, according to the U. S. Department of Agriculture. The general trend in the prices of fats and oils has been downward during the past five years. Much of the reduction in the last two or three years has been due to a decline in the general price level, but the high level of fats and oils production has been a weakening factor throughout the period.

The trend in the price of lard has been downward since 1925 when an unusually high level of prices was reached. Since that time prices have declined materially, and the average price of refined lard at Chicago in 1931 of \$9.02 per 100 lbs. was the lowest for any year since 1911. The price decline continued into the current year, and the average price of \$5.33 per 100 lbs. for June, 1932, was one of the lowest monthly averages on record. The decline from September, 1925, to June, 1932, amounts to approximately 70 per cent.

Watch "Wanted" page for bargains in Equipment.

**F. C. ROGERS, INC.**NINTH AND NOBLE STREETS  
PHILADELPHIA**PROVISION  
BROKER**Member of New York Produce Exchange  
and Philadelphia Commercial ExchangeTheir Flavor is a  
"Marvel"

Marvel Brand Ham  
and Bacon are popular  
because their flavor is unsurpassed  
—and their price is reasonable.

**STUDY MEAT CHILLING.**

The Queensland meat industry has established a research laboratory in Brisbane which it is expected will be completed during July, wherein researches will be conducted in connection with the exportation of chilled beef. The purpose back of this research is to supplant the present export of frozen beef with the chilled product and thereby enter in competition with other countries supplying the British market.

The handling, freezing and storage of edible offal will also be studied and work will be done on bacon from frozen pigs. Further investigation is proposed of rapid freezing of cut meats and the handling of glands and other organs in the manufacture of pharmaceuticals.

**GERMAN HOGS AND LARD.**

Hog receipts at the 14 principal markets of Germany for the week ended July 27, 1932, totaled 51,906 head compared with 54,802 head the previous week and 63,002 head for the same week a year earlier. Price per cwt. for the week ended July 27 was \$9.35 compared with \$8.00 the previous week and \$9.94 a year ago.

Lard prices at Hamburg for the week were \$7.99 compared with \$7.81 the previous week and \$10.26 the same week last year, for lard in tierces.

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# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
Aug. 11, 1932.

REGULAR HAMS.			
Green. Standard.	Sweet Standard.	Pickled. Fancy.	
8-10	10%	10%	11½
10-12	10	9½	10½
12-14	9½	9½	10½
14-16	9½	9½	10½
10-16 range	9%	.....	.....

BOILING HAMS.			
Green. Standard.	Sweet Standard.	Pickled. Fancy.	
18-18	9½	9½	10
18-20	9 ½ 0%	9½	10
20-22	9	9½	10
16-22 range	9 ½ 0%	.....	.....

SKINNED HAMS.			
Green. Standard.	Sweet Standard.	Pickled. Fancy.	
10-12	10%	10%	11½
12-14	10%	10%	11½
14-16	10%	10%	11½
16-18	10%	10%	11½
18-20	9½	9	10
20-22	8½	8½	9½
22-24	8	8	.....
24-26	7½	7½	.....
25-30	7	7½	.....
30-35	6%	7½	.....

PICNICS.			
Green. Standard.	Sweet Standard.	Pickled. Fancy.	
4-6	7 @7½	7	7½
6-8	7	7	7½
8-10	6½	6%	7¼
10-12	5½	6	6½
12-14	5½	5½	6½

BELLIES.			
'Green. Sq. Sds.	Dry S.P.	Cured.	Rib.
6-8	8	7½	8½
8-10	8	7½	8½
10-12	7½	7½	8
12-14	7½	7½	7¾
14-16	7½	7½	7¾
16-18	7	7	7½

## D. S. BELLIES.

D. S. BELLIES.			
Standard.	Clear.	Rib.	
14-16	7½	8	.....
16-18	7	8	.....
18-20	6½	7½	.....
20-25	6%	7½	6½
25-30	6%	7½	6½
30-35	6%	7½	6½
35-40	6½	7½	6½
40-50	6%	7½	6½
50-60	6%	7½	6½

## D. S. FAT BACKS.

Standard.	Export Trim.	
8-10	5	5½
10-12	5½	5½
12-14	5½	5½
14-16	5½	5½
16-18	5½	5½
18-20	5%	5½
20-25	5%	6½

OTHER D. S. MEATS.			
Standard.	Export Trim.		
Extra short clears	35-45	6½ n	.....
Extra short ribs	35-45	6½ n	.....
Regular plates	6-8	4½	.....
Clear plates	4-6	4½	.....
Jowl butts	.....	5	.....
Green square jowls	.....	5	.....
Green rough jowls	.....	4%	.....

## PURE VINEGARS

A. P. CALLAHAN &amp; COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

SATURDAY, AUGUST 6, 1932.

Open. High. Low. Close.

LARD	Sept. . . . .	5.00	5.07½	5.00	5.07½ ax
CLEAR BELLIES	Sept. . . . .	4.47½	4.52½	4.47½	4.52½ b
Sept. . . . .	.....	.....	.....	.....	.....
MONDAY, AUGUST 8, 1932.					
LARD	Sept. . . . .	5.07½	5.25	5.07½	5.25 ax
CLEAR BELLIES	Sept. . . . .	6.50	6.50	6.50	6.50
TUESDAY, AUGUST 9, 1932.					
LARD	Sept. . . . .	5.20	5.20	5.12½	5.12½ b
CLEAR BELLIES	Sept. . . . .	6.75	6.75	6.75	6.75 b
WEDNESDAY, AUGUST 10, 1932.					
LARD	Sept. . . . .	5.17½	5.17½	5.05	5.15 b
CLEAR BELLIES	Sept. . . . .	6.00	6.00	5.12½	5.12½ b
THURSDAY, AUGUST 11, 1932.					
LARD	Sept. . . . .	5.22½	5.27½	5.27½	5.25 ax
CLEAR BELLIES	July . . . . .	6.75	6.75	6.72½	6.72½ ax

FRIDAY, AUGUST 12, 1932.

LARD—

Sept. . . . .

5.22½

5.27½

5.27½

5.25 ax

Oct. . . . .

5.22½

5.27½

5.22½

5.07½

5.00

5.02½

CLEAR BELLIES—

July . . . . .

6.75

6.75

6.72½

6.72½ ax

Key: ax, asked; b, bid; n, nominal; — split.

## ANIMAL OILS.

Prime edible lard oil . . . . .

Headlight burning oil . . . . .

Prime winter strained . . . . .

Extra winter strained . . . . .

Extra lard oil . . . . .

Extra No. 1 . . . . .

No. 1 lard oil . . . . .

No. 2 lard oil . . . . .

Antelope tail oil . . . . .

20° C. T. neatfoot oil . . . . .

Pure neatfoot oil . . . . .

Special neatfoot oil . . . . .

Extra neatfoot oil . . . . .

No. 1 neatfoot oil . . . . .

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

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August 13, 1932.

## THE NATIONAL PROVISIONER

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended	Cor. week.
Prime native steers—	Aug. 10, 1932.	1931.
400-600	14 1/2 @ 15 1/2	16 1/2 @ 16 1/2
600-800	14 1/2 @ 16	14 1/2 @ 15
800-1000	14 1/2 @ 15 1/2	13 1/2 @ 14 1/2
Good native steers—		
400-600	14 @ 15	15 1/2 @ 16
600-800	14 @ 15	14 @ 14 1/2
800-1000	14 @ 15	13 @ 13 1/2
Medium steers—		
400-600	13 1/2 @ 14 1/2	14 1/2 @ 15
600-800	13 1/2 @ 14 1/2	13 @ 13 1/2
800-1000	13 1/2 @ 14 1/2	12 1/2 @ 13
Heifers, good, 400-600	11 1/2 @ 12 1/2	13 @ 16
Cows, 400-600	7 1/2 @ 8	8 @ 10
Hind quarters, choice	@ 20	@ 22 1/2
Fore quarters, choice	@ 12	@ 11

## Beef Cuts.

	@ 30 1/2	@ 32
Steer loins, prime	@ 30	@ 30
Steer loins, No. 1	@ 28	@ 27
Steer loins, No. 2	@ 26	@ 24
Steer short loins, prime	@ 41	@ 43
Steer short loins, No. 1	@ 40	@ 39
Steer short loins, No. 2	@ 36	@ 33
Steer loin ends (hips)	@ 21	@ 22
Steer loin ends, No. 2	@ 20	@ 22
Cow loins	@ 18	@ 17
Cow short loins	@ 23	@ 20
Cow loin ends (hips)	@ 14	@ 14
Steer ribs, prime	@ 24	@ 21
Steer ribs, No. 1	@ 23	@ 18
Steer ribs, No. 2	@ 22	@ 17
Cow ribs, No. 2	@ 11	@ 12
Cow ribs, No. 3	@ 8	@ 10
Steer rounds, prime	@ 16 1/2	@ 20
Steer rounds, No. 1	@ 15 1/2	@ 17
Steer rounds, No. 2	@ 15	@ 16 1/2
Steer chuck, prime	@ 11	@ 13
Steer chuck, No. 1	@ 10 1/2	@ 9 1/2
Steer chuck, No. 2	@ 10	@ 9
Cow rounds	@ 10 1/2	@ 14
Cow chuck	@ 7 1/2	@ 8 1/2
Steer plates	@ 7 1/2	@ 6 1/2
Medium plates	@ 4	@ 4
Brikkets, No. 1	@ 11	@ 12
Steer navel ends	@ 5 1/2	@ 3 1/2
Cow navel ends	@ 4	@ 4
Foie shanks	@ 6	@ 5
Hind shanks	@ 4	@ 3 1/2
Strip loins, No. 1, bms.	@ 55	@ 50
Strip loins, No. 2	@ 50	@ 40
Sirloin butts, No. 1	@ 27	@ 30
Sirloin butts, No. 2	@ 20	@ 22
Beef tenderloins, No. 1	@ 50	@ 55
Beef tenderloins, No. 2	@ 45	@ 50
Rump butts	@ 18	@ 18
Flank steaks	@ 14	@ 16
Shoulder clodts	@ 10 1/2	@ 10 1/2
Hanging tenderloins	@ 8	@ 8
Middle, green, 56@6 lbs.	@ 14	@ 13 1/2
Outsides, green, 56@6 lbs.	@ 7 1/2	@ 9 1/2
Knuckles, green, 56@6 lbs.	@ 9	@ 12 1/2

## Beef Products.

Brains (per lb.)	@ 5	@ 6
Hearts	@ 6	@ 5
Tongues	@ 14	@ 25
Sweetbreads	@ 13	@ 15
Ox-tail, per lb.	@ 5	@ 6
Fresh tripe, plain	@ 4	@ 6
Fresh tripe, H. C.	@ 8	@ 8
Livers	@ 13	@ 15
Kidneys, per lb.	@ 7	@ 10

## Veal.

Choice carcass	11	12
Good carcass	9 @ 10	15 @ 16
Good saddles	14 @ 15	20 @ 22
Good racks	7 @ 9	10 @ 12
Medium racks	5 @ 6	@ 8

## Veal Products.

Brains, each	@ 5	@ 6
Sweetbreads	@ 48	@ 45
Calf livers	@ 39	@ 45

## Lamb.

Choice lamb	@ 17	@ 20
Medium lamb	@ 15	@ 17
Choice saddles	@ 19	@ 25
Medium saddles	@ 17	@ 23
Choice fore	@ 13	@ 15
Medium fore	@ 11	@ 13
Lamb fries, per lb.	@ 20	@ 30
Lamb tongues, per lb.	@ 10	@ 16
Lamb kidneys, per lb.	@ 20	@ 25

## Mutton.

Heavy sheep	@ 3	@ 5
Light sheep	@ 4	@ 6
Heavy saddles	@ 6	@ 7
Light saddles	@ 8	@ 10
Heavy fore	@ 2	@ 4
Light fore	@ 6	@ 8
Mutton legs	@ 12	@ 13
Mutton loins	@ 7	@ 10
Mutton stew	@ 3	@ 6
Sheep tongues, per lb.	@ 10	@ 10
Sheep heads, each	@ 8	@ 10

## THE NATIONAL PROVISIONER

## Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@ 14	@ 25
Picnic shoulders	@ 9 1/2	@ 11
Skinned shoulders	@ 8 1/2	@ 12
Tenderloins	@ 28	@ 40
Stare rib	@ 5 1/2	@ 8
Back fat	@ 6 1/2	@ 9
Boston butts	@ 10	@ 16
Boneless butts, cellar trim, 2@4	@ 13	@ 18
Hocks	@ 6	@ 7
Tails	@ 5	@ 7
Neck bones	@ 3	@ 4
Slip bones	@ 9	@ 10
Blade bones	@ 5	@ 9
Pigs' feet	@ 3	@ 4
Kidneys, per lb.	@ 5	@ 7
Livers	@ 3	@ 5
Snouts	@ 4 1/2	@ 5
Heads	@ 5	@ 8

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.	@ 18 1/2	
Country style sausage, fresh in link.	@ 17	
Country style sausage, smoked.	@ 11	
Frankfurts in sheep casings	@ 15	
Frankfurts in hog casings	@ 14	
Bologna in beef bunges, choice.	@ 14	
Bologna in beef middles, choice.	@ 14	
Liver sausage in beef rounds.	@ 13	
Smoked liver sausage in hog bungs.	@ 12	
Liver sausage in hog bungs	@ 11	
Head cheese	@ 10	
New England luncheon specialty.	@ 9	
Mincé luncheon specialty, choice.	@ 8	
Tongue sausage	@ 7	
Blood sausage	@ 6	
Souce	@ 5	
Polish sausage	@ 14	

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.	@ 18 1/2	
Thuringer cervelat	@ 17	
Farmer	@ 11	
Holsteiner	@ 15	
B. C. salami, choice.	@ 12	
Milano salami, choice, in hog bungs	@ 11	
B. C. salami, new condition	@ 10	
Frisses, choice, in hog middies	@ 9	
Genoa style salami	@ 8	
Pepperoni	@ 7	
Mortadella, new condition.	@ 6	
Capicolla	@ 5	
Italian style hams	@ 4	
Virginia hams	@ 3	

## SAUSAGE MATERIALS.

Regular pork trimmings.	3 3/4 @ 4	
Extra lean pork trimmings.	@ 7	
Neck bone trimmings	5 @ 5 1/2	
Pork cheek meat	5 @ 5 1/2	
Pork cheek	3 1/2 @ 3	
Pork livers	2 1/2 @ 3	
Native boneless beef meat (heavy)	6 @ 6	
Boneless chuck	5 @ 5 1/2	
Beef trimmings	4 @ 4	
Beef cheeks (trimmed)	3 3/4 @ 4	
Dressed canners, 350 lbs. and up.	4 @ 4 1/2	
Dressed cutter cows, 400 lbs. and up.	4 @ 4 1/2	
Dr. bologna bulls, 600 lbs. and up.	5 @ 5	
Beef tripe	2 @ 2	
Pork tongues, canner trim, S. P.	6 @ 6 1/2	

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Prices quoted to manufacturers of sausage.)

Cheese casings:		
Domestic rounds, 180 pack.	.18	
Domestic rounds, 140 pack.	.30	
Export rounds, wide...	.45	
Export rounds, medium...	.25	
Export rounds, narrow...	.33	
No. 1 weasands...	.13	
No. 2 weasands...	.62	
No. 1 bungs...	.18	
No. 2 bungs...	.10	
Middles, regular	.90	
Middles, select wide, 2@2 1/4 in. diameter...	.13 1/2	
Middles, select, extra wide, 2 1/2 in. and over...	.22 1/2	
Dried bladders:		
12-15 in. wide flat...	1.35	
10-12 in. wide flat...	.90	
8-10 in. wide flat...	.40	
6-8 in. wide, flat...	.40	
Narrow, per 100 yds...	2.45	
Narrow, special, per 100 yds...	1.75	
Medium, regular	.90	
Wide, per 100 yds...	.50	
Extra wide, per 100 yds...	.00	
Export bungs...	.30	
Large prime bungs...	.22	
Medium prime bungs...	.10 1/2 to 11 1/2	
Small prime bungs...	.08 1/2 to .10 1/2	
Middles, per set...	.20	
Stomachs...	.12	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate...	\$4.00
Large tins, 1 to crate...	\$5.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate...	\$5.00
Large tins, 1 to crate...	\$6.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate...	\$4.25
Large tins, 1 to crate...	\$5.25

## DRY SALT MEATS.

Extra short clears...	@ 6%
Extra short ribs...	@ 6%
Short cigar middle, 1-lb. av.	@ 7%
Clear bellies, 18@20 lbs.	@ 7%
Clear bellies, 14@16 lbs.	@ 7%
Rib bellies, 20@25 lbs.	@ 6%
Rib bellies, 25@30 lbs.	@ 6%
Fat backs, 10@12 lbs.	@ 5%
Fat backs, 14@16 lbs.	@ 5%
Regular plates...	@ 4%
Butts...	@ 5

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs...	@ 14%
Fancy std. hams, 14@16 lbs...	@ 13%
Standard reg. hams, 14@16 lbs...	@ 12%
Picnics, 4@8 lbs...	@ 11%
Fancy bacon, 6@8 lbs...	@ 10 1/2%
Standard bacon, 6@8 lbs...	@ 12%
No. 1 ham sets, smoked—	
Insaides, 8@12 lbs...	@ 29
Outsides, 5@9 lbs...	@ 21
Knuckles, 5@9 lbs...	@ 25
Cooked hams, choice, skin on, fatted...	@ 22
Cooked hams, choice, skinless, fatted...	@ 23
Cooked picnics, skin on, fatted...	@ 15
Cooked picnics, skinned, fatted...	@ 15 1/2%
Cooked loin roll, smoked...	@ 20

## BARRELED PORK AND BEEF.

Mess pork, regular...	\$19.00
Family back pork, 24 to 34 pieces...	\$18.00
Family back pork, 35 to 45 pieces...	\$19.00
Clear back pork, 40 to 50 pieces...	\$14.00
Clear plate pork, 25 to 35 pieces...	\$11.50
Brisket pork...	\$12.00
Bean pork...	\$11.00
Plate beef...	\$14.00
Extra plate beef, 200-lb. bbls...	\$15.00

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl...	\$12.00
Honeycomb tripe, 200-lb. bbl...	\$1

# Retail Section

## Large Stocks and Handy Layout Attract Busy Housewives

Trend in retail food merchandising during the past several years has been very decidedly toward the store carrying a full line of foodstuffs — meats, fish, groceries, delicatessen products, fresh fruits and vegetables, bakery goods, etc.

Other things being equal, the housewife likes to do her shopping at such a store. It simplifies the task and saves her time.

But despite this trend there are specialized food stores that continue to get more of the shoppers' dollars. Some are unusually successful. And of course there's a reason.

In this latter class is the Stock Yards Market, Monrovia, Calif. This store has a fresh vegetable and a delicatessen department but carries no groceries. It is attracting a large number of housewives and doing a large volume of business. Volume of merchandising seems to be the reason.

### Signs Aid Shoppers.

Price is always a factor in a business as highly competitive as retailing meats, but the prices in this store are in line, perhaps a little higher, with those of the other meat shops of the community; so we must conclude that something else pulls customers in.

The market occupies both sides and the end of a room that is 42 ft. wide and 60 ft. long. There was so much space in the center that it was leased to other persons for a fresh fruit and vegetable stand. This helps to bring some visitors in.

On one side of the room are the fresh meats. Opposite them are the smoked meats and some delicatessen products, such as pickles, creamery butter, cheese and ice cream. Here are also to be found the smoked fish and pickled fish. The shelves are filled with packaged goods, but not those usually to be found in a grocery store. Across the rear is the fish and poultry department with fish predominating in volume. The refrigerated case is about 24 ft. long.

On week days, two employees are assigned to each side, according to Bob Kruse, manager. Those on the so-called delicatessen side handled the fish and poultry department. On Saturday an extra man is assigned to each side.

Owing to the expansiveness of the place, it is evident that certain mechanical aids are necessary to help the customer find the section in which the goods she desires are stocked, or to suggest goods and their prices. Hence, the backbar on the fresh meat side is built of mirrors, the upper 14 in. of which are painted over and permanently lettered with the names of cuts of meats. Above each is a small card bearing the day's price. The card may readily be removed and another substituted when price changes are made; but the names of the cuts and suggestions are permanent.

### Quick Service Appreciated.

On the delicatessen side, a similar situation prevails, except that there are wall cases instead of mirrors and the upper shelves of the cases are closed by panels on which suggestions are permanently lettered. The merchandise is placed either directly under the signs in the wall cases or in front of them in the refrigerated counter cases. Across the rear the same situation applies, except that the panels permanently men-

tion the names of fish. Price tags surround all signs.

"We don't believe that it is really necessary for a butcher to carry groceries," Mr. Kruse explained. "We do believe, however, that he should be prepared to meet the needs of the hurried housewife who, not having time to do much cooking, needs foods that will require as little preparation as possible. Hence our extensive line of delicatessen items and ice creams. We have sold as high as 150 gallons of ice cream on Saturday. Therefore, any canned goods that we have are of the delicatessen order.

"We have proved, however, that quantities of any product help to increase the volume of the sales. We have an enormous fish business largely because we display quantities of fish.

"It is advisable, too, that we help the customer make a decision as soon as possible so that we may wait upon her; and then get her out of the way to make room for subsequent customers. For this purpose we have surrounded the room with signs each mentioning one product; and we have surmounted each sign with a price card which may be readily changed when there is a change in the price. Thus the visitor, standing in the entrance, may look around the entire room, read every sign and price, decide what she wants, and go directly to the department carrying it, look at it, buy it and move along."

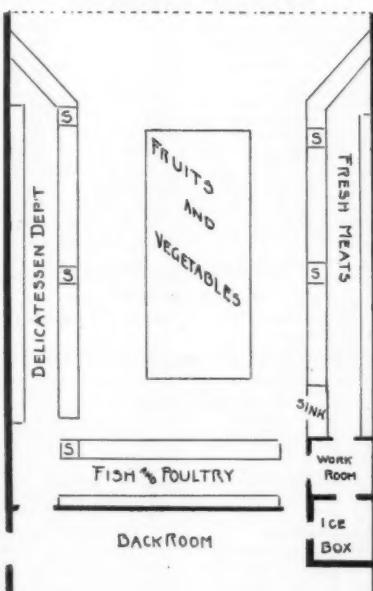
### RETAIL DEALERS MODERNIZE.

More than 200 retail food dealers of Pittsburgh and Allegheny County, Pa., are improving their marketing methods as an aid to better business, along the lines of the modern merchandising campaign recently carried out by the Pittsburgh Food Council in cooperation with the U. S. Department of Commerce.

In many cases stores will be renovated and modernized along latest lines, easy and practical methods of stock control will be installed as an aid to buying and selling, and the various costs of doing business carefully studied in detail, it is anticipated, as the result of the general plan adopted at a mass meeting of retail food dealers held recently.

Setting up of an object lesson in effective store arrangement and display in the shape of a model store exhibit similar to those employed with great success in Louisville, Ky., Des Moines, Ia., Jacksonville, Fla., Norfolk, Va., and other cities, is also being considered.

The Pittsburgh Food Council which is sponsoring the movement, looking to more efficient and profitable retail food store operation in and about the city, is composed of grocery wholesalers and retailers, manufacturers' representa-



CONVENIENT LAYOUT ATTRACTS TRADE.

Some thought to make the store layout convenient and save customers' time is worth while. In this layout the housewife can go quickly to the section of the store containing the foods she is interested in. Signs over the various cases stating the contents are used.

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Cow—  
38 lb—  
39-45

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## JULY FRESH MEAT PRICES COMPARED

## Chicago.

Wholesale fresh meat prices for July compared with June, 1932, and July, 1931, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE.  
BEEF.

	July, 1932.	June, 1932.	July, 1931.
<b>Steer—</b>			
550-700 lbs., Choice	\$14.05	\$12.12	\$13.66
Good	13.09	11.06	12.51
100 lbs. up, Choice	14.00	11.63	12.10
Good	12.96	10.34	11.58
500 lbs. up, Medium	11.71	10.40	10.58
Common	9.99	9.59	9.72
Good	8.88	9.00	9.24
Medium	7.85	8.00	8.22
Common	6.76	6.75	7.22
<b>VEAL CARCASSES (skin on).</b>			
Choice	11.04	10.86	14.84
Good	9.96	9.20	13.06
Medium	8.79	7.94	12.14
Common	7.45	6.86	10.34
<b>LAMB.</b>			
38 lbs. down, Choice	16.27	16.14	19.80
Good	15.22	14.83	17.64
Medium	12.85	12.48	15.02
39-45 lbs., Choice	16.17	16.14	17.64
Good	15.22	14.83	17.64
Medium	12.85	12.48	15.02
<b>MUTTON (Ewe).</b>			
70 lbs. down, Good	7.70	7.53	8.70
Medium	6.20	6.23	6.96

## New York.

Wholesale fresh meat prices for July compared with June, 1932, and July, 1931, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE.  
BEEF.

	July, 1932.	June, 1932.	July, 1931.
<b>Steer—</b>			
550-700 lbs., Choice	\$14.78	\$12.83	\$14.23
Good	13.91	12.07	13.11
700 lbs. up, Choice	14.78	12.57	13.82
Good	13.91	11.96	12.56
500 lbs. up, Medium	12.16	11.06	10.96
Common	9.94	9.46	9.17
Good	11.53	9.61	10.22
Medium	10.25	8.98	8.84
Common	8.55	7.96	7.64
<b>VEAL CARCASSES (skin on).</b>			
Choice	12.47	12.06	18.28
Good	10.62	10.08	15.98
Medium	9.06	8.73	13.76
Common	7.65	7.64	11.76
<b>LAMB.</b>			
38 lbs. down, Choice	16.72	17.32	20.04
Good	15.35	16.19	18.24
Medium	13.62	13.78	15.70
39-45 lbs., Choice	16.60	17.07	19.78
Good	15.35	16.04	17.82
Medium	13.62	13.68	15.60
<b>MUTTON (Ewe).</b>			
70 lbs. down, Good	7.95	7.90	10.13
Medium	6.66	6.51	8.27

## STEER AND LAMB PRICES COMPARED.

Prices of steers and lambs, Chicago, compared with wholesale and retail fresh meat prices, New York, during July, 1932, compared with those of June, 1932, and July a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Average price live animal <sup>1</sup> per 100 lbs.			Average wholesale price of carcass <sup>2</sup> per 100 lbs.			Composite retail prices <sup>3</sup> per lb.		
	July, 1932.	June, 1932.	July, 1931.	July, 1932.	June, 1932.	July, 1931.	New York.	July, 1932.	June, 1932.
<b>Steer—</b>									
Choice	\$9.05	\$7.65	\$8.13	\$14.78	\$12.72	\$14.16	\$32.30	\$31.40	\$35.74
Good	8.12	7.01	7.85	13.91	11.92	13.04	26.50	24.68	27.98
Medium	6.98	6.18	6.87	12.16	10.94	10.84	22.40	21.13	25.30
Weighted Av. <sup>4</sup>	8.08	6.96	7.68	13.70	11.88	12.78	26.94	25.47	29.24
<b>Lamb—</b>									
Choice	6.53	6.71	7.00	16.72	17.31	19.75	27.60	28.31	34.86
Good	6.02	6.22	7.38	15.35	16.20	17.88	22.56	22.56	26.12
Medium	5.34	5.61	6.28	13.63	13.86	15.32	18.82	19.04	23.88
Weighted Av. <sup>4</sup>	5.80	6.12	7.07	15.04	15.58	17.38	22.48	22.76	27.68

<sup>1</sup>Steers, 1,100 to 1,300 lbs. choice, 900-1,100 lbs. good and medium. Lambs, 90 lbs. down.

<sup>2</sup>Beef, 550-700 lbs. choice and good, 500 lbs. up, medium. Lambs, 38 lbs. down.

<sup>3</sup>Based on percentage trimmed retail cuts at average retail quotations.

Prior to October, 1931, retail prices represented the mean of the range of quotations, but subsequently they represent the average of all quotations reported for a designated grade.

<sup>4</sup>Medium to choice grades, weighted according to estimated New York distribution, i. e., beef, choice 24% per cent, good 51½% per cent and medium 24 per cent. Lamb, choice 28 per cent, good 32 per cent and medium 40 per cent.

tives, and allied business interests in the Pittsburgh area. Important benefits in the form of more profitable business and elimination of merchandising wastes reported by members of the group of 18 Pittsburgh grocers who cooperated in the first phase of the local food survey are given as the reason for extension of the work on a much wider scale.

The principles of modern food store operation being employed by the Pittsburgh grocers are based upon results of the Louisville Grocery Survey made by the organized grocery trades of the country in cooperation with the U. S. Commerce Department, in which data as to all phases of successful grocery management were collected. The methods of group application of the Louisville lessons which are being followed have been worked out by the Marketing Service Division of the Department and are designed for use by grocery groups generally throughout the country which desire aid in modernizing their businesses.

Cooperating with the Pittsburgh Food Council in the movement for better gro-

cery merchandising are the Retail Grocers' Association of Allegheny County and the Pittsburgh Chamber of Commerce.

## NEWS OF THE RETAILERS.

C. E. Converse has opened a retail meat market in Havre, Mont.

Geo. Damien has applied for a license to conduct a retail meat business at 229 Front st., St. Paul, Minn.

Al. Remillong has engaged in the retail meat business in Dickinson, N. D.

The store of the Table Supply Meat Co., Omaha, Neb., was recently damaged by fire.

Sanitary Meat Market, Montrose, S. D., owned by A. A. Chinost, recently was destroyed by fire.

Jos. W. Muench has opened a retail food store in Manitowoc, Wis.

Parrot Meat Market, Inc., 224 East Main st., Ft. Wayne, Ind., has been incorporated by Joseph W. Catherine and Charles H. Parrot.

Carl Sheel, Iowa Falls, Ia., has leased

## Retail Meat Prices

Average semi-monthly prices at New York, Chicago and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound, (simple average of quotations received.)

	CHOICE GRADE. (Mostly Credit and Del. Stores).	GOOD GRADE. (Mostly Cash and Carry Stores).
<b>BEEF.</b>		
Porterhouse steak...	.57	.49
Sirloin steak...	.46	.42
Top round steak...	.40	.35
Bottom round, full cut...	.38	.34
Heel, round...	.27	.23
Fillet steak...	.33	.28
Top sirloin...	.30	.29
Bump roast, boneless...	.37	.30
Bib roast, 1st 6 ribs...	.37	.30
Blade rib roast...	.25	.25
Cross rib & top chuck...	.32	.23
Arm roast...	.25	.23
Straight cut chuck...	.26	.24
Corner piece...	.20	.17
Thick plate...	.14	.12
Navel...	.13	.15
Boneless brisket...	.34	.26
Brisket bone in...	.20	.15
Ground meat...	.26	.18
Boneless stew meat...	.31	.25
<b>Veal.</b>		
Cutlet or steak...	.54	.45
Loin chop...	.45	.38
Rib chop...	.40	.38
Leg...	.30	.30
Shoulder chop...	.28	.25
Square chuck...	.20	.20
Shoulder roast...	.25	.20
Breast...	.18	.10
Shank and neck...	.09	.14
<b>Lamb.</b>		
Loin chops...	.50	.48
Rib chops...	.48	.48
Leg...	.30	.30
Shoulder chops...	.28	.25
Square chuck...	.20	.20
Shoulder roast...	.25	.20
Breast...	.18	.10
Shank (cartons)...	.16	.10
Sm. hams, whole, No. 1...	.23	.20
Sm. hams, whole, No. 2...	.22	.17
Sliced hams, whole, No. 1...	.52	.36
Bacon strip, whole, No. 1...	.30	.25
Bacon strip, whole, No. 2...	.25	.25
Sliced bacon, No. 1...	.55	.31
Smoked bacon, whole...	.28	.25
Smoked picnics...	.16	.12
Corned bellies or pickled pork...	.24	.18
Sausage meat...	.22	.22
Salt pork...	.19	.16

a store building in Popejoy, Ia., and will engage in the retail meat business.

Tom Rosser has engaged in the retail meat business in Alpena, S. D.

J. H. Kelly, who for a number of years was associated with his sons in the grocery and meat business in Browning, Ill., has reengaged in business in that place.

Edward Nicollier has purchased the City Meat Market, Darlington, Wis., from Frank Mitchell.

Bellig Bros. have opened a grocery and meat market at 213 North Front st., Mankato, Minn.

The meat market of Charles Hofer, 103 North High st., Muncie, Ind., recently was badly damaged by fire.

J. N. Honotor recently opened a complete food store in Bashaw Valley, Wis. He formerly operated the I. G. A. store in Lewis, Wis.

# New York Section

## AMONG RETAIL MEAT DEALERS.

At the meeting of Eastern District Branch Tuesday of this week, executive secretary Fred C. Riester introduced a new member, Paul Riester. Bus committee reported progress on the forthcoming outing. This is to be held August 28 at Haarman's Babylon, when there will be games. A special prize will be awarded by the York Manufacturing Co. Fred Riester, Theo. Meyer and Al Haas have been appointed as a committee to prepare plans for a membership drive in the fall.

Chris Stein, president Eastern District Branch, and Mrs. Stein, celebrated their fifteenth wedding anniversary August 9 by a family dinner. In the evening Mr. Stein presided at a meeting of the Branch.

Catherine Anselm, second daughter of George Anselm, chairman of the Board, Ye Olde New York Branch and Mrs. Anselm, celebrated birthdays August 8.

John Harrison, business manager of Brooklyn and South Brooklyn Branches, has returned from a motor trip to Niagara Falls with his son.

Mrs. Hehn, wife of state president Anton Hehn, is vacationing with her granddaughter Estel at Sachett Lake, N. Y.

## MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Aug. 6, 1932:

Point of origin.	Commodity.	Amount.
Canada—S. P. Hams	46,500 lbs.	
Canada—Bacon	1,663 lbs.	
Canada—Calf livers	462 lbs.	
Canada—Pork tenderloins	1,500 lbs.	
Germany—Hams	4,000 lbs.	
Germany—Sausage	3,465 lbs.	
Holland—Ham	2,163 lbs.	
Hungary—Salami	3,858 lbs.	
Hungary—Hams	550 lbs.	
Ireland—Bacon	1,373 lbs.	
Ireland—Ham	621 lbs.	
Italy—Salami	1,184 lbs.	
Norway—Meat cakes	1,395 lbs.	
Uruguay—Sweet pickled beef	45,448 lbs.	
Uruguay—Canned corned beef	90,000 lbs.	

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Aug. 11, 1932:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS (1) (300-550 LBS.):				
Choice	\$14.00@15.00		\$14.00@15.00	
Good	12.50@14.00		12.50@14.00	
Medium	10.00@12.50			
STEERS (550-700 LBS.):				
Choice	14.00@15.00		14.00@15.00	\$13.50@14.50
Good	12.50@14.00		12.50@14.00	12.00@13.50
STEERS (700 LBS. UP):				
Choice	14.00@15.50	\$15.00@16.00	14.00@15.00	13.50@14.50
Good	12.00@14.00	13.00@15.00	12.50@14.00	12.00@13.50
STEERS (500 LBS. UP):				
Medium	9.00@12.50	10.00@12.50	9.00@12.50	9.00@11.00
Common	7.00@ 9.00	8.50@10.00	7.50@ 9.00	7.00@ 8.50
COWS:				
Good	7.50@ 8.50	8.00@ 9.00	10.00@11.00	
Medium	6.50@ 7.50	7.00@ 8.00	8.00@10.00	7.00@ 8.00
Common	5.50@ 6.50	6.00@ 7.00	7.00@ 8.00	6.00@ 7.00
FRESH LAMB AND CALF CARCASSES:				
VEAL (2):				
Choice	11.00@12.00	11.00@12.00		11.00@12.00
Good	10.00@11.00	9.00@11.00	13.00@14.00	10.00@11.00
Medium	9.00@10.00	7.00@ 9.00	11.00@13.00	9.00@10.00
Common	7.00@ 9.00	6.00@ 7.00	9.00@11.00	8.00@ 9.00
CALF (2) (3):				
Good	7.00@ 8.00	7.00@ 8.00	10.00@12.00	9.00@10.00
Medium	6.00@ 7.00	6.00@ 7.00	9.00@10.00	8.00@ 9.00
Common	5.50@ 6.00	5.00@ 6.00	8.00@ 9.00	7.00@ 8.00
FRESH LAMB AND MUTTON:				
LAMB (38 LBS. DOWN):				
Choice	14.00@16.00	14.00@15.00	14.00@15.50	15.00@16.00
Good	13.00@14.50	13.00@14.00	12.50@14.00	14.00@15.00
Medium	9.00@13.00	10.00@13.00	11.00@12.50	13.00@14.00
Common	7.00@ 9.00	8.00@10.00	9.00@11.00	10.00@12.00
LAMB (39-45 LBS.):				
Choice	14.00@16.00	14.00@15.00	14.00@15.50	15.00@16.00
Good	13.00@14.50	13.00@14.00	12.50@14.00	14.00@15.00
Medium	9.00@13.00	10.00@13.00	11.00@12.50	13.00@14.00
Common	7.00@ 9.00	8.00@10.00	9.00@11.00	10.00@12.00
LAMB (46-55 LBS.):				
Choice	13.50@14.50	13.00@14.00	13.00@14.00	15.00@16.00
Good	12.50@13.50	12.00@13.00	13.00@13.50	14.00@15.00
MUTTON (EWE) 70 LBS. DOWN:				
Good	6.00@ 8.00	8.00@ 9.00	7.00@ 8.00	7.00@ 8.00
Medium	5.00@ 6.00	6.00@ 8.00	5.00@ 7.00	6.00@ 7.00
Common	3.00@ 5.00	5.00@ 6.00	4.00@ 5.00	5.00@ 6.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.	13.00@14.00	12.00@13.00	11.50@14.00	12.00@13.00
10-12 lbs. av.	11.50@12.50	12.00@13.00	11.00@13.00	12.00@13.00
12-15 lbs. av.	8.50@10.00	10.50@11.50	10.00@11.50	10.50@12.00
16-22 lbs. av.	7.00@ 7.50	8.00@ 9.50	8.00@ 9.50	8.50@ 9.50
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	7.50@ 8.50		8.00@10.00	8.00@ 9.00
PICNICS:				
6-8 lbs. av.		9.00@ 9.50		
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	9.00@11.00		9.50@11.00	9.00@11.00
SPARE RIBS:				
Half sheets	5.00@ 6.00			
TRIMMINGS:				
Regular	4.00@ 4.50			
Lean	7.00@ 9.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## NEW YORK NEWS NOTES.

A. T. Brott, beef department, Swift & Company, Chicago, visited New York for a few days during the past week.

Miss E. S. Munster, district manager's office, Armour and Company, New York, is vacationing in the Pocono Mountains.

William Wambach, beef department, Cudahy Bros. Co., Cudahy, Wis., visited New York for a few days during the past week.

John M. Kastner, cashier, Adolf Gobel, Inc., Brooklyn division, is spending his vacation on local courses improving his golf.

G. A. Handley, eastern district manager, Cudahy Packing Co., New York, is spending a few weeks motoring through New England.

Frank D. Warner, branch house provision department, Armour and Company, Chicago, spent a few days in New York during the past week.

J. I. Russell, branch house department, Wilson & Co., New York, will spend the last two weeks of August at Montauk Point, Long Island.

Thomas H. Nash, vice president and general manager, Cleveland Provision Co., Cleveland, Ohio, stopped off in New York for a few days during the past week on his way to his vacation spot in New England.

Ferde Truntz, lamb and veal sales department, New York Butchers Dressed Meat Co., is spending his vacation in the White Mountains, while Morris Wertheimer, live stock buyer for the same company, is getting acquainted with the ocean at Coney Island.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended August 6, 1932, were as follows: Meat—Brooklyn, 354 lbs.; Manhattan, 894 lbs.; Bronx, 4 lbs.; total, 1,252 lbs. Fish—Manhattan, 1 lb.; Bronx, 500 lbs.; total, 501 lbs. Poultry—Manhattan, 36 lbs.

## MRS. FRANK P. BURCK PASSES.

The retail meat trade of New York received with profound regret the news of the death of Mrs. Frank P. Burck on August 10. Mrs. Burck had been ill for several months and was in the Holy Family Hospital undergoing special treatments when the end came. For many years, in fact since the beginning of her married life, she has been an outstanding figure in the trade, taking an active part in all its phases.

On May 24 of this year Mr. and Mrs. Burck celebrated the forty-fifth anniversary of their wedding. Mrs. Burck was official hostess of the Ladies' Auxiliary, and was greatly esteemed and loved. Heartfelt sympathy of the trade is extended to the husband and son.

## OPENS BROKERAGE OFFICE.

Park B. Wile has established himself as a broker in packinghouse products in Boston, Mass. His office is at 29 Fruit and Produce Exchange. Mr. Wile has had a wide experience in the provision business with leading packers.

# Compare Your Truck Costs with This: Pittsburgh Packer Operated 7 Internationals 110,358 Miles for Only 5-9/10 Cents a Mile



THE Pittsburgh Provision & Packing Co., Pittsburgh, Pa., made an analysis of the operating costs of its 7 International Trucks over a six-month period and found these trucks were operating for only 5-9/10 cents a mile. This company purchased its first Internationals in November, 1930, and most of these trucks had traveled between 30,000 and 40,000 miles before this analysis was made. There are four 1½-ton trucks, two 2-ton trucks, and one 3-ton truck included in this report. They are on out-of-town service, operating in a radius of 100 miles from Pittsburgh.

Depreciation is charged at the rate of 33% of the undepreciated balance at the end of the year. License fees are not charged against the trucks by this company.

Study this cost analysis and compare this low operating cost with your own trucks. If you wish to have the costs on the individual trucks, write to us. The Pittsburgh Provision & Packing Company is one of hundreds of truck users who know from their records that Internationals are the most economical trucks to operate. Ask the nearest of 188 Company-owned branches in the United States and Canada, or an International dealer, for a demonstration. Sizes from ¾-ton to 7½-ton.

**INTERNATIONAL HARVESTER COMPANY**  
606 So. Michigan Ave. **OF AMERICA** Chicago, Illinois  
(Incorporated)

## COST ANALYSIS

on 7 International Trucks owned by the  
Pittsburgh Provision & Packing Co.,  
Pittsburgh, Pa.

October 1, 1931 to March 31, 1932

## FIXED COSTS

Depreciation .....	\$2,137.20
Insurance .....	447.00
Interest .....	34.52
Total Fixed Costs.....	\$2,618.72

## VARIABLE COSTS

Gasoline and Oil .....	\$1,866.86
Tire Expense.....	1,230.94
Garage and Repairs—Parts and Labor...	834.41
Total Variable Costs.....	\$3,932.21
Total Cost Less Drivers' Wages.....	\$6,550.93
Number of Miles Traveled.....	110,358
Number of Hours Operated.....	12,792
Number of Pounds Hauled.....	3,345,544
Cost Per Mile.....	5-9/10 cents



# INTERNATIONAL TRUCKS

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good .....	\$ 6.70@ 7.50
Cows, common to medium .....	3.00@ 4.25
Bulls, common to medium .....	2.50@ 3.60

## LIVE CALVES.

Weavers, good .....	\$ 7.00@ 7.50
Weavers, medium .....	5.00@ 6.50

## LIVE LAMBS.

Lambs, good .....	\$ 6.00@ 6.50
Lambs, medium .....	5.00@ 5.50

## LIVE HOGS.

Hogs, 180-220 lbs.....	\$ 4.90@ 5.10
Hogs, 230-280 lbs.....	4.40@ 4.90

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice.....	\$ 7.50@ 8.00
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## DRESSED BEEF.

Choice, native, heavy .....	16 @17
Choice, native, light .....	16 @17
Native, common to fair .....	14 @15

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	15 @16
Native choice yearlings, 440@600 lbs.....	15 @16
Good to choice heifers .....	13 @14
Good to choice cows .....	11 @12
Common to fair cows .....	8 @9
Fresh bologna bulls.....	7

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	20 @22	22 @23
No. 2 ribs.....	18 @20	20 @22
No. 3 ribs.....	16 @17	16 @18
No. 1 loins.....	24 @30	28 @30
No. 2 loins.....	22 @24	24 @26
No. 3 loins.....	18 @20	20 @22
No. 1 hinds and ribs .....	18 @19	18 @20
No. 2 hinds and ribs .....	16 @18	17 @18
No. 3 hinds and ribs .....	14 @16	14 @16
No. 1 rounds.....	16 @17	16 @17
No. 2 rounds.....	16 @16	16 @16
No. 3 rounds.....	14 @15	15 @15
No. 1 chuck.....	12 @13	14 @14
No. 2 chuck.....	10 @11	11 @13
No. 3 chuck.....	9 @10	10 @12
Bologna.....	6@7@7@8	7@8
Rolls, reg. 6@8 lbs. avg.....	22 @23	
Rolls, reg. 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@6 lbs. avg.....	50 @60	
Tenderloins, 5@6 lbs. avg.....	50 @60	
Shoulder clods .....	11 @12	

## DRESSED VEAL.

Good .....	14 @15
Medium .....	12 @14
Common .....	10 @12

## DRESSED SHEEP AND LAMBS.

Lambs, choice .....	15 @16
Lambs, medium .....	12 @14
Sheep, good .....	7@8
Sheep, medium .....	6 @7@8

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. ....	13 @13%
Pork tenderloins, fresh .....	23 @20
Pork tenderloins, frozen .....	20 @22
Shoulders, Western, 10@12 lbs. avg.....	9 @10
Butts, boneless, Western .....	12 @14
Butts, regular, Western .....	10 @11
Hams, Western, fresh, 10@12 lbs. avg 11 @12	
Picnic hams, Western, fresh, 6@8 lbs. avg .....	8 @9
Pork trimmings, extra lean .....	9 @10
Pork trimmings, regular 50% lean .....	5 @6
Spareribs, fresh .....	6 @7

## SMOKED MEATS.

Hams, 8-10 lbs. avg.....	15@16@16@16
Hams, 10@12 lbs. avg.....	15@16@16@16
Hams, 12@14 lbs. avg.....	15 @16
Picnics, 4@6 lbs. avg.....	10 @11
Picnics, 6@8 lbs. avg.....	10 @11
Roullettes, 8@10 lbs. avg.....	11 @12
Beef tongue, light .....	22 @25
Beef tongue, heavy .....	22 @25
Bacon, boneless, Western .....	15 @16
Bacon, boneless, city .....	13 @14
City pickled bellyies .....	11 @12

## THE NATIONAL PROVISIONER

## FANCY MEATS.

Fresh steer tongues, untrimmed .....	15¢ a pound
Fresh steer tongues, l. c. trm'd .....	30¢ a pound
Sweetbreads, beef .....	25¢ a pound
Sweetbreads, veal .....	60¢ a pair
Beef kidneys .....	7¢ a pair
Mutton kidneys .....	10¢ a pair
Liver, beef .....	25¢ a pound
Oxtails .....	12¢ a pound
Beef hanging tenders .....	22¢ a pound
Lamb fries .....	10¢ a pair

## BUTCHERS' FAT.

Shop fat .....	15¢ per cwt.
Breast fat .....	35¢ per cwt.
Edible suet .....	75¢ per cwt.
Cond. suet .....	50¢ per cwt.

## GREEN CALFSKINS.

5-9 9½-12½ 12½-14 14-18 18 up	
Prime No. 1 veals .....	3 .45 .50 .75
Prime No. 2 veals .....	.30 .30 .35 .50
Buttermilk No. 1 .....	.20 .25
Buttermilk No. 2 .....	.10 .15
Branched grubby .....	.05 .10 .15
Number 3 .....	.05 .10 .15

## BUTTER.

Creamery, extras (92 score) .....	21 @21
Creamery, firsts (91 score) .....	20 @20½
Creamery, firsts (88 score) .....	18½ @18½

## EGGS.

## (Mixed Colors.)

Special packs, including unusual henry	
selections .....	21 @24
Standards—45 lbs. net .....	18 @20
Rehandled receipts—43 lbs. net .....	10½ @11½
Checks .....	12 @12½

## LIVE POULTRY.

Fowls, colored, via express .....	14 @17
Broilers, Rocks, fancy via express .....	21 @21
Broilers, Leghorns, average .....	14 @15

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb. ....	14 @18
Western, 48 to 54 lbs. to dozen, lb. ....	14 @16
Western, 48 to 47 lbs. to dozen, lb. ....	14 @15
Western, 36 to 42 lbs. to dozen, lb. ....	13 @14
Western, 30 to 35 lbs. to dozen, lb. ....	12 @13
Fowls—fresh—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs. to dozen, lb. ....	16 @19
Western, 48 to 54 lbs. to dozen, lb. ....	17 @18
Western, 43 to 47 lbs. to dozen, lb. ....	16 @17
Western, 36 to 42 lbs. to dozen, lb. ....	15 @16
Western, 30 to 35 lbs. to dozen, lb. ....	14 @15
Ducks—	
Long Island, No. 1 .....	13 @14
Squabs—	
White, ungraded, per lb. ....	15 @25

## TURKEYS, FROZEN—DRY PKD.

Young toms .....	18 @24
Young hens .....	20 @26

## FOWLS, FROZEN—DRY PKD.—12 TO BOX—PRIME TO FCY.:

Western, 60 to 65 lbs. per lb. ....	18 @19
Western, 48 to 54 lbs. per lb. ....	17 @18
Western, 43 to 47 lbs. per lb. ....	16 @17

## TURKEYS, FROZEN—CARBOILED.

Wholesale prices carboiled—fresh centralized butcher—90 score at Chicago:	
18% 18% 19 19 19 19% 19%	
Chicago .34,827 40,552 32,225 1,976,210 2,133,992	
New York .36,742 59,334 54,305 2,551,942 2,415,239	
Boston .18,314 20,004 16,979 764,717 712,742	
Phila. .15,166 18,520 13,594 803,475 774,222	

Total .125,049 138,410 117,103 6,090,344 6,036,195	
Cold storage movement (lbs.):	

## COLD STORAGE MOVEMENT (LBS.):

In Aug. 4. Out Aug. 4. On hand Aug. 5. last year.	
Chicago .61,254 140,200 21,105,441 27,381,927	

New York 148,454 148,359 16,774,046 14,110,892	
Boston .37,891 25,333 5,348,393 7,201,641	

Phila. .4,140 50,396 4,549,319 4,031,284	
Total .251,700 414,358 48,837,199 53,123,744	

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

## Ammonium.

Ammonium sulphate, bulk, per ton basis ex vessel Atlantic ports....	20.00
Ammonium sulphate, double bags, per 100 lb. f.o.b. New York....	1.40

## Blood.

Blood, dried, 15-16% per unit....	1.40
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory....	1.00

## Fish scrap.

Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory....	1.00
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd. Bait, & Norfolk....	1.75 & 50¢

## Soda Nitrate.

Soda Nitrate in bags, 100 lbs. spot 1.75 @ 1.50	1.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk....	1.50 & 10¢

## Tankage.

Tankage, ungrounded, 9% ammonia, 13% B. P. L. bulk....	1.30 & 10¢
Tankage, ungrounded, 9% ammonia, 13% B. P. L. bulk....	1.30 & 10¢

## Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f. ....	10.00
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932

.00  
0m.  
1.40  
0c  
10c

50c  
1.00  
10c  
10c

9.00  
2.00  
7.00

9.15  
9.70  
7.15  
7.50  
  
.42%  
.45

NS.

© \$1.00  
© 60.00  
© 50.00  
© 40.00  
© 7.00  
© 200.00

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287,700  
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13,300  
26,322  
74,305

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9,114  
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1 2,000  
2 10,000  
4 8,000

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